

# OFFICE RECORD.

## Automatic Numbering Machine.

The Bates Mfg. Company, with offices in the Edison Building, Broad street, New York, are introducing the Bates Automatic Numbering Machine, one style of which is shown in the accompanying illustration. The engraving is one-half actual size, from which fact it is apparent that the device itself is small and convenient to handle. It is simple compared with the numbering machines which are in common use, many of which are of foreign manufacture. It has the further advantage of being composed of fewer parts, more efficient in its work, finer finish, and of less liability to get out of order than any other device of its kind with which we have had the opportunity of comparing it. The machine numbers con-



*The Bates Numbering Machine.*

secutively and it will also duplicate and repeat. These several variations are secured by simply changing the pointer on the dial on the front of the device. The frame of the machine is a substantial iron casting, highly polished and nickel plated, while every wearing part is made of steel, including the figure wheels. All the parts show a most careful finish and are interchangeable to the smallest screw, thus making any repairs, that by any reason may become necessary quite easy to obtain. The figure disks change automatically in their consecutive order from 1 to the full numerical capacity of the machine. As already mentioned, the changing from consecutive to duplicate and continuous numbering is effected by the mere moving of the pointer in front of the dial. This is so easily understood that the most unskilled and obtuse clerk or boy can operate the machine without training or experience. The ratchets are not attached to the side of the figure disks, but are solid in each disk, being milled upon their inner edges, and therefore present a wearing surface equal to the width of the wheel. The inking device is also worthy of attention. The figures receive ink automatically from a thick felt pad, which is held against them by spring pressure when at rest. The ink pad is practically indestructible, and obviates the necessity of constantly renewing and sewing pieces of cloth to a plate, as is the method with some of the older machines, and to re-ink the pad it is not necessary to remove it from the ink carriage. A gauge plate is fitted to each machine, and by placing the beveled points of the mortise to a line, the most accurate alignment of work is secured. Four sizes of the machine are made; the smallest size numbering from 1 to 9,999, and the largest from 1 to 9,999,999. Eight styles and sizes of figures are supplied. The company have issued a very neat and comprehensive circular which gives still further particulars and which should be examined by every one

who has occasion for using a numbering machine. There is no office, large or small, in which a device of this kind could not be made to pay for itself in a very short time, by the system which its use inaugurates.

## Improved Pay Roll.

We have received from H. W. Scattergood, Philadelphia, a sample of his Improved Pay Roll, a device with which some of our readers are already acquainted. It is a pay roll and time record book, so arranged as to avoid the necessity of rewriting the names in the pay roll. When they are once written they are ready for use for as long a time as may be desired—something greatly to be appreciated by clerks and bookkeepers everywhere. The volume presents the appearance of substantial book ledger style and is of the nature of a self-binder adapted to be readily opened, allowing the sheets to be removed. The self-binding cover may be described as self-locking, and is so arranged as to be opened or closed in a second. There is no key to be lost and there are no loose parts of any kind to be misplaced. The leaves in the book consist of a wide or permanent sheet to receive the names, rate of wages paid, date employed, space for date of employment ceased, address and remarks, and a narrow slip for the weekly work. All of the printing and writing on the wide sheet, except the name and rate, are covered by the narrow or slip sheet which shows the time record and amount paid. This sheet is supplied to suit any system that may be in use. The narrow sheet is replaced each week with a new sheet, and the one that has been used is filed for reference in a binder, which, when full, firmly fastens all the sheets together in book form. On the slip or narrow sheets the lines are numbered corresponding to the numbering of the lines on the permanent sheets, so that even though the names themselves are omitted, instant reference from one to another is possible. As we have previously mentioned in referring to this device, it is something that has come up in Mr. Scattergood's own experience and was produced to meet the requirements of his own business practice. The form is adapted for carrying the pay roll of establishments using a very large number of men distributed through numerous departments, as well as in moderate sized establishments. In fact, there is practically no limit to the range of its usefulness. Great care has been taken in arranging this device and in the manufacture of it, and it seems to be of a character to give very general satisfaction wherever employed.

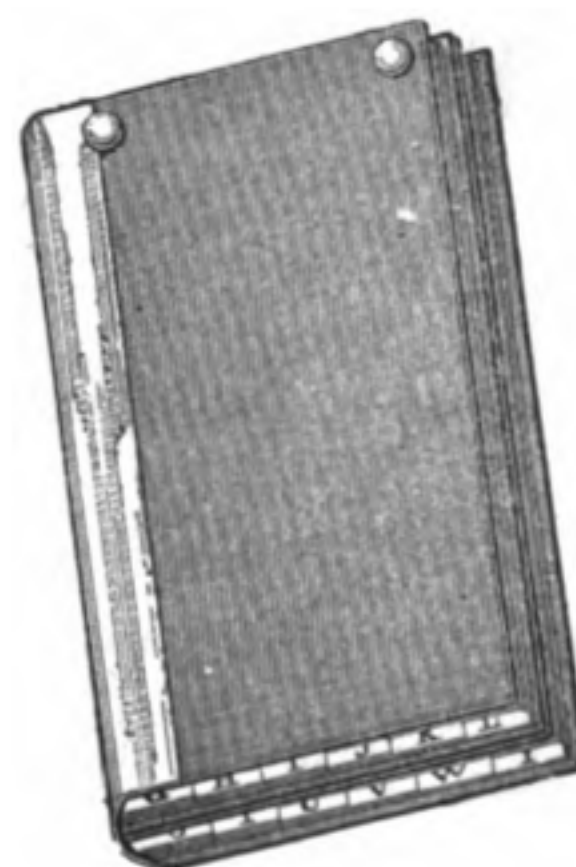
## Car-Record Book.

We have before us specimens of the Shipper's Complete Car Record, which is offered for sale in three sizes by E. L. Martin, 628 North Main street, Decatur, Ill. The object of the book is to keep a complete record of all shipments of merchandise in car lots. The record is printed across two pages of the book and is divided into columns as follows: Number of Cars Sold, Date Shipped, Initial of Car, Car Number, Kind of Merchandise, Weight of Car, Charge, Amount of Freight, Condition of Merchandise, Wholesale, Consigned to, Retail, Consignee, Consignor, Date Received, Remarks, Empty and Weight-Book Page. The first column, Number of Cars Sold, contains serial numbers from 1 to the limit of the book and indicates at a glance the exact number of cars sold to any date. In turn, by subtraction the number of cars sold between given dates is easily ascertained. Three sizes of the books are made, adapted for records of 800 cars, 2000 cars and 4000 cars. This device has been before the public for some time, and Mr. Martin informs us that over 5000 of the records are now in use in different parts of the country. This book, like many other useful devices in the market, was not originally prepared for sale, but instead was gotten up to meet a well-defined want in the author's own business. After he had it in use some of his friends who saw it wanted duplicates, and so gradually he commenced the sale, until at present it has become an important feature of his business. Some of the heaviest shippers in the United States find this record advantageous to them.

The book is valuable in the office for shippers of car lots and for all who pay freight on cars. The testimonials which the author submits show that the device is in excellent repute with many leading shippers. The book is well made of good material and is of a shape to be handy for use.

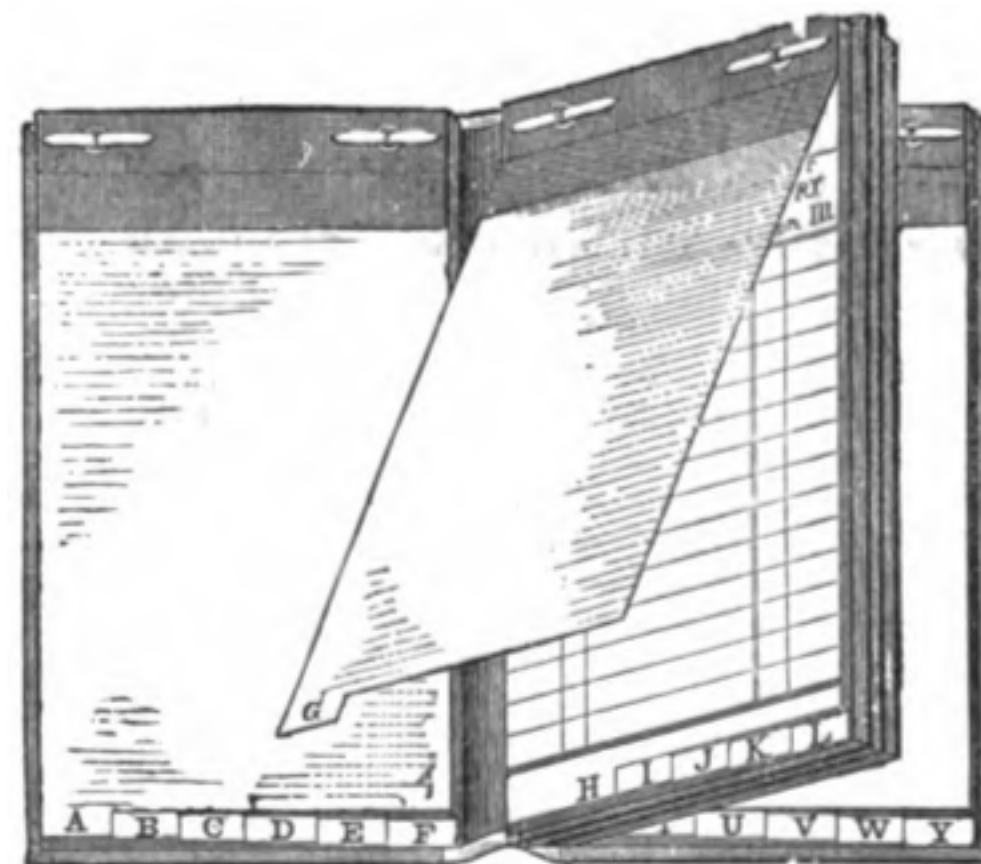
## Pershing's Petit Ledger.

We have before us a specimen of Pershing's Petit Ledger, put out by W. B. Pershing & Co., South Bend, Ind. It may be described as a labor-saving device for merchants doing a small credit business. It is represented to take



*Pershing's Petit Ledger Closed.*

the place of day book, ledger, bill book and statement, and may be described as these all combined in one. It is represented to be a great economy as well as a great convenience. The sample before us is in size not much larger than an ordinary memorandum book. It is in four parts and arranged with brass paper fasteners inside of a substantial binding. By this means the bottoms of the pages are indexed so as to facilitate reference to any account. Each department of the ledger is divided upon an alphabetical arrangement by manila cards, and between these manila cards are the sheets on which the entries are to be made. Each of these is arranged with a stub, the separation being by a line of perforations. The printing is arranged in the form of a bill head statement. The stub has a space for the name, date of account opened, date of account closed and the amount. From the directions we learn



*Pershing's Petit Ledger Open.*

that when the account is opened it is to be placed on one of the blank statements under the appropriate letter. On this slip all charges are made. Whenever a customer desires to pay his bill the account is always found posted and drawn up in the shape of a statement and just where the seller can find it at a moment's notice. This is of great importance on a busy day, and much more convenient than looking through a stack of little tickets or slips to find



departments for manufacturing galleys, composing sticks, brass rule, metal furniture and mahogany stereotype blocks; also the stock room for unfinished material, such as brass screws, bolts, etc. On the fourth floor are the pattern makers, wood working department and show rooms for machinery. The basement is used for dry rooms, paint room, blacksmithing and for engine rooms, the boilers being located entirely outside the building.

Each floor is under the sole charge and control of a capable chief, each of whom receives his instructions from Mr. Wesel, and though the business radiates widely, yet in all departments the influence of one mind is discernible. Accuracy, neatness, quick, prompt and alert attention to orders, are a marked feature, and the uniform courtesy and celerity of all attachés in meeting the wants of customers gives the clients of the company not only thorough satisfaction, but instruction in how to conduct a business successfully.

### THE BATES AUTOMATIC NUMBERING MACHINE.

The accompanying illustration shows the Bates Automatic Numbering Machine, half its actual size, manufactured by the Bates Manufacturing Company, Edison building, Broad street, New York. The machine is designed and constructed with special reference to the requirements of printers and bookbinders. It is capable of absolutely accurate work, combines



the minimum of size and weight with the maximum of durability and simplicity of operation, and is sold at a low price. It is built upon an entirely new principle, making it small and light to handle, its weight being about sixteen ounces, thus insuring speed and ease of operation. It works with very slight friction, and therefore without noise. The frames are substantial iron castings, highly polished and nickel plated. Every wearing part is made of steel, including the figure wheels, and all parts receive the finest finish and are interchangeable to the smallest screw. Every figure disc changes automatically in its consecutive order, from 1 to the full numerical capacity of the machine. The changing from consecutive to duplicate and continuous numbering is effected by the mere moving of the pointer in front of the dial. This

is so easily understood that the most unskilled clerk or boy can operate the machine at once, without training or experience. The ratchets are not attached to the sides of the figure discs, but are solid in each disc, and present a wearing surface equal to the width of the wheel. This insures great durability and very compact spacing. One of the important improvements which this machine possesses is its inking device. The figures receive ink automatically from a thick felt pad which is held against them by spring pressure when at rest. These ink pads are practically indestructible. A gauge plate is fitted to each machine, and by placing the beveled points of the mortise to a line, the most accurate alignment is secured. For numbering in series, letters instead of figures will be engraved upon the last wheel; these letters, which precede the figures, will automatically change as the numerical limit of the machine is reached. These numbering machines are thoroughly first-class, and the work done with them is fully equal to presswork and often superior to paging machine printing. Each machine is guaranteed in every particular, is carefully packed in a wooden box with a bottle of ink, and will be forwarded to any address in the United States upon receipt of price, with full directions for using. The company's advertisement appears upon page 380 of this issue. Write to them for circulars.

### WANT ADVERTISEMENTS.

We will receive special want advertisements for THE INLAND PRINTER at a uniform price of 25 cents per line, ten words to the line. Price invariably the same whether one or more insertions are taken, and cash to accompany the order. The magazine is issued promptly on the 5th of each month, and no want advertisements for any issue can be received later than the 25th of the month preceding. Answers can be sent in our care, if desired. All letters received will be promptly forwarded to parties for whom intended without extra charge.

**ABOUT** April 1 I will establish a paper at Greensburg, Indiana. I am in the market for a cylinder press, engine, folder, news type only, small jobber, mail type, stones, racks and galleys. Will pay spot cash. No objection to machines that have been used. Address for present, J. A. WAYLAND, Pueblo, Colorado.

**A FIRST-CLASS** job office for sale, doing a business of \$25,000 per year, including bindery and paper box factory, and business increasing yearly. The best of reasons will be given for the sale. It has no mortgages or other incumbrances, and no opposition of consequence. Located in the Missouri valley in a place of 20,000 population, and has a well-established reputation. This is a very favorable chance for a good printer to step into a good paying business. Some of the employes now at work could probably be induced to take some stock in the business if desired. For information address "COMMERCIAL," care INLAND PRINTER.

**ALL LIVE PRINTERS** should have Bishop's "PRACTICAL PRINTER," 200 pages, \$1. Also his "DIAGRAMS OF IMPOSITION" and "PRINTERS' POSITION," 50 cents each; the "PRINTERS' ORDER BOOK," price \$3, and "SPECIMENS OF JOB WORK," price \$2. Sold by H. G. Bishop, 128 Duane St., N. Y., and all type useful works ever published for printers. Indorsed by everyone.

**A PRACTICAL PRINTER** (who has successfully and satisfactorily filled these positions) desires permanent place as foreman, manager or superintendent. At present employed, but wants change for climatic reasons. References as to character and ability. Address "P. P." care INLAND PRINTER.

**A SNAP**, if taken before March 1; live country paper and job office. Patronage from two county seats in northern Indiana; \$1,500 takes this money maker. Good reasons for selling. Address "M." care INLAND PRINTER.

**DESK ROOM FOR RENT**—We can accommodate a number of people at our office on the second floor of 212-214 Monroe street, Chicago. Suitable for paper salesmen, gentlemen having charge of exhibits at the World's Fair, or anyone connected with printing and kindred industries. THE HENRY O. SHEPARD CO.

**FOR SALE**—At North Adams, Massachusetts, one of the best job offices of its size in the United States. Point system of type, slugs, leads, metal furniture, brass rule, etc., and all type in series; office cost \$5,500, is worth today \$5,000 and will be sold for \$4,000. The office is in full operation, is in splendid condition and commands \$7,000 of steady unsolicited business; has the best business in town, best customers, best reputation and best prices. The competition is not fierce; none of the competing offices have point system or any other system; business may be easily and largely increased. This is a particularly good chance for a good business printer. Samples, unfilled orders, good will—everything goes at the price. Address "PRINTER," lock box 212, North Adams, Massachusetts.

**FOR SALE AT A BARGAIN**—For good and sufficient reasons I wish to at once dispose of my two newspapers, one in Bronson, Branch county, Michigan (population 900), and one in Orland (population 500), Steuben county, Indiana. Both papers are printed at Bronson. Have an abundance of first-class material, 11 by 17 Challenge job press, 22-inch Leader paper cutter and 8-column Washington hand press. Have good patronage. Plant cost me three years ago over \$2,200. Will sell at a sacrifice if sold at once, the purchaser being required to pay at least \$500 down. For further particulars address LOU E. DRAPER, Bronson, Michigan, inclosing self-addressed stamped envelope for reply, or, better still, come and see me.

**FOR SALE**—Golding Jobber, chase 12 by 18 inches; chromatic attachment, Duplex distributor, automatic brayer, fountain and steam fixtures; used 18 months; cost \$525; \$275 takes it if taken at once. J. C. MANNING, Northampton, Massachusetts.

**FOR SALE**—Good republican newspaper and job office in one of the best counties in southwest Missouri; county strongly republican. For terms, inventory, etc., address A. H. SCHOFIELD, Humansville, Missouri.

**FOR SALE OR TRADE** for good second-hand printing machinery and material, the right to manufacture a patent writing tablet in the states of Ohio, Indiana, Illinois and Colorado. States disposed of singly or collectively. Address "ROOM 212," McCague Bldg., Omaha, Neb.

**FOR SALE**—The cleanest and most complete small job printing office, with an established and paying trade, in a live New York state city of about 150,000 population. Presses and type up to the times and in good condition. Will inventory about \$4,000. Am not obliged to sell, but have opportunity for other business which I prefer. Don't care to sell on the installment plan. If you have money to invest and mean business address "J. C.," care INLAND PRINTER.

**FOR SALE**—The best equipped job office in a city of nearly 100,000 inhabitants; two cylinders, four jobbers; running two and one-half years, and has had an unprecedented run of jobwork. If not sold, a first-class foreman wanted to take charge during proprietor's absence. Address "C. H. M.," care INLAND PRINTER.

**GOOD PRESSMEN** discard old bearers. Our steel bearers for jobbers' presses are better. Never wear or break; little room in chase; save cost repeatedly. MORGANS & WILCOX, Middletown, N. Y.

**JOB PRINTER**—Experienced in all branches of newspaper work desires permanent position in South or Southwest; steady and sober, with best references. Address "H. W. L.," care INLAND PRINTER.



are illustrated with "card basket" groups, artistically arranged. It is a creditable issue.

THE cosmopolitan character of the reading public of the United States is in no way better gauged than by the statement issued by the Census Office showing the number of newspapers and periodicals printed in different languages. The total of 17,616 publications reported in the country in 1890 is distributed among the following nationalities: Armenian, 1; Bohemian, 25; Chinese, 3; Choctaw, 1; Dutch, 18; English, 16,457; Finnish, 4; French, 49; Gaelic, 4; German, 820; German and Hebrew, 4; Hebrew, 6; Hungarian, 2; Italian, 16; Lithuanian, 1; Polish, 22; Portuguese, 2; Scandinavian, 130; Slavonic, 2; Spanish, 33; Volapuk, 3; Welsh, 5.

THE *Republican-Times* of Ottawa, Illinois, celebrated its fifty-third year by issuing a special local edition in book form of eighty-two pages with a cover printed in two colors. It contains interesting sketches of the early history of the city, accompanied by maps and views of the place as it appeared in 1838 and 1895. Every industry of the city is fittingly represented and illustrated with portraits and half-tone views. It is a very creditable piece of work both typographically and editorially.

THE special industrial edition of the Pittsfield (Mass.) *Evening Eagle* covers very comprehensively the flourishing industries of the Pittsfield and Dalton region. The write-ups are profusely illustrated with half-tone cuts. Among the industries mentioned we observe the Hurlbut Stationery Company, of Pittsfield, and Crane & Co., The Byron Weston Company, and The Old Berkshire Mills Company, of Dalton. The full-page ads. of the Dalton firms are enlivened with small half-tones of the exteriors and interiors of the mills.

THE *Fourth Estate* says that it is rumored that the Paris correspondent of the *London Times* is about to retire from journalism. Mr. Oppert, the real name of this correspondent, has had a remarkable journalistic career. Born in Bohemia, where he received a scanty education, he went to Berlin and there wrote for various papers some violently anti-Austrian articles. Afterward he went to Paris and contributed strongly anti-German articles to the French papers. At last he became correspondent for the *Times*. Finding that in France as well as in England "a radical dearly loves a lord," Mr. Oppert changed his name to De Blowitz, that being the name of his birthplace.

AN announcement in one of our exchanges, reproduced by THE INLAND PRINTER last month, stated that our bright contemporary, the *Prison Mirror*, had suspended publication. We are pleased to correct this error, and publish the facts which led up to the mistake, outlined in the following letter from the editor:

To the Editor:

STILLWATER, MINN., August 7, 1897.

I was greatly surprised, upon being shown THE INLAND PRINTER for August, to see on page 588 an item stating that the *Prison Mirror* had suspended publication for lack of an editor and printers. I have been kept busy the last few weeks explaining how this erroneous statement was originally launched. Some months ago we published an editorial complimenting the newspaper fraternity and printers in general upon the exceedingly small percentage of the craft committed to prison. The paragraph was extensively quoted and garbled until finally it appeared flatly stating that the *Mirror* suspended, etc., just about as you have it. We are sending you a few copies of late issues in the hope that you will correct the error, as it will hurt us greatly on account of your large circulation.

JOHN LYNCH,  
Editor *Prison Mirror*.

WITH its issue of August 10, the *Prison Mirror*, of Stillwater, Minnesota, published in the penitentiary, says: "With this issue the *Mirror* begins its second decade. August 10, 1887, the first issue of our paper was sent forth. At that time there were two practical printers in the institution, one of whom had had considerable experience as a writer, as well as being a good compositor. The subject

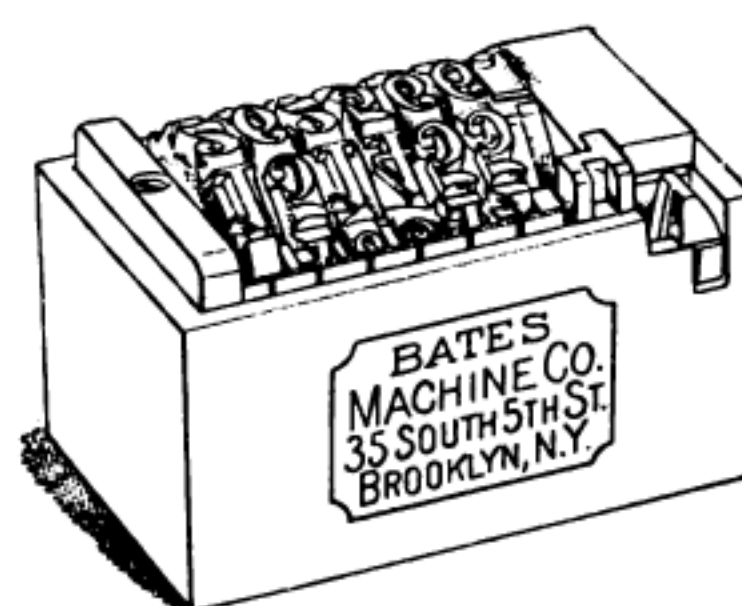
of an institutional paper was broached to the warden, and he gave the necessary permission. Fifteen of the inmates willingly subscribed enough cash from their good-time earnings to purchase type and the other paraphernalia of a printing office. In a short time the funds advanced by individual inmates was returned to their accounts with interest, the paper thus becoming the general property of the prisoners. Not a single issue has been missed or in any way delayed since Vol. I, No. 1, came from the press."

## BUSINESS NOTICES.

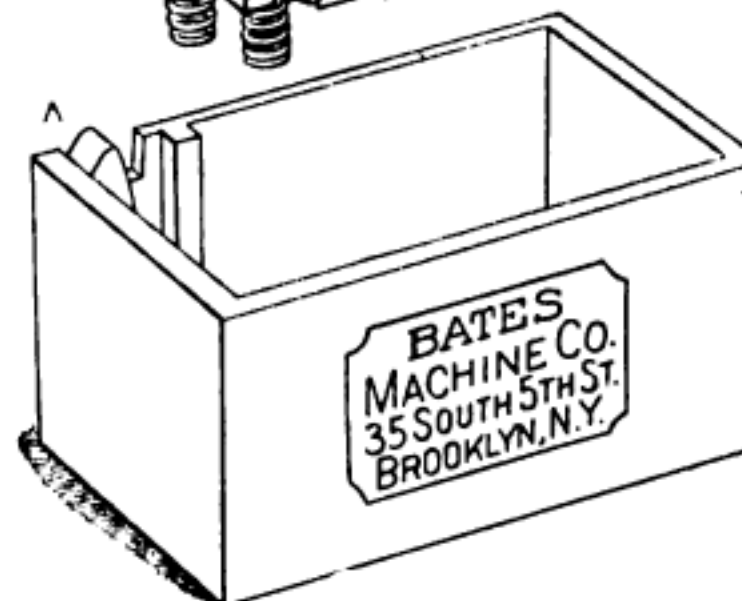
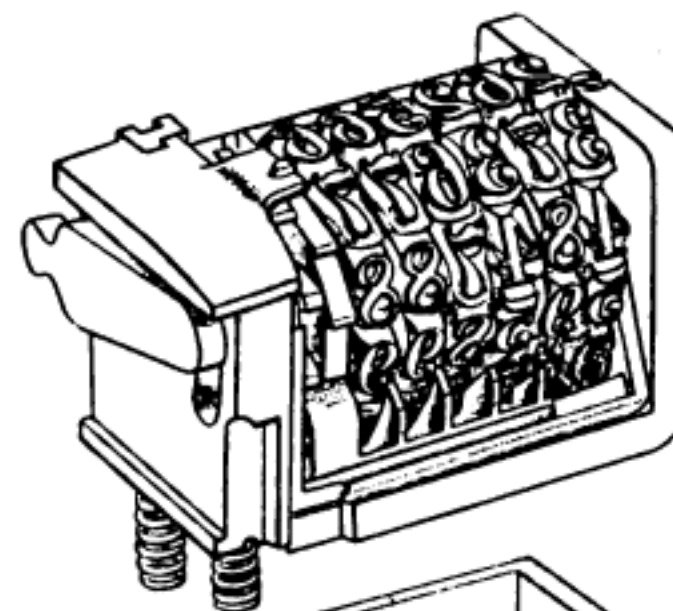
This department is designed exclusively for business announcements of advertisers and for descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Statements published herein do not necessarily voice the opinion of this journal.

### BATES TYPOGRAPHIC NUMBERING MACHINE.

The accompanying cuts illustrate the new Bates typographic numbering machine, Model M, designed for the general job printer. The machine has a number of novel



PATENTS PENDING.



features and embodies all the essential requirements for the work intended. The upper cut shows the machine complete, the lower ones the inside case with movement removed. The device is made by the Bates Machine Company, 35 South Fifth street, Brooklyn, New York. It is a type-high automatic machine, designed to be locked in the chase with the form, wholly surrounded by type matter or used separately when the number only is to be printed. Its action is derived from a vertical bodily movement of the figure wheels resulting from the impact of the platen of the press, as an impression is made. There is no plunger with an arbitrary prefix "No.," and it is unnecessary to resort to the use of "friskets" or to the cutting of ink rollers. No special conditions of

any kind are required, but the machine is simply placed in the form like a "cut," and is ready for use without further preparation. The construction of this machine provides for the removal of the inside case containing the movement and figure wheels intact (as shown in cut), affording every facility for cleansing without removing any screws or taking anything apart. The steel latch A is pressed to the left, releasing the inside case which may be removed without even unlocking the form, and when replaced the latch automatically locks. A period following the unit wheel is mounted upon a retarding device, the only purpose of which is to prevent the revolving of the figure wheels, until there is clearance between them and the paper. Otherwise it has nothing whatever to do with the operation of the machine, and furnishes proper punctuation. Every part is made of

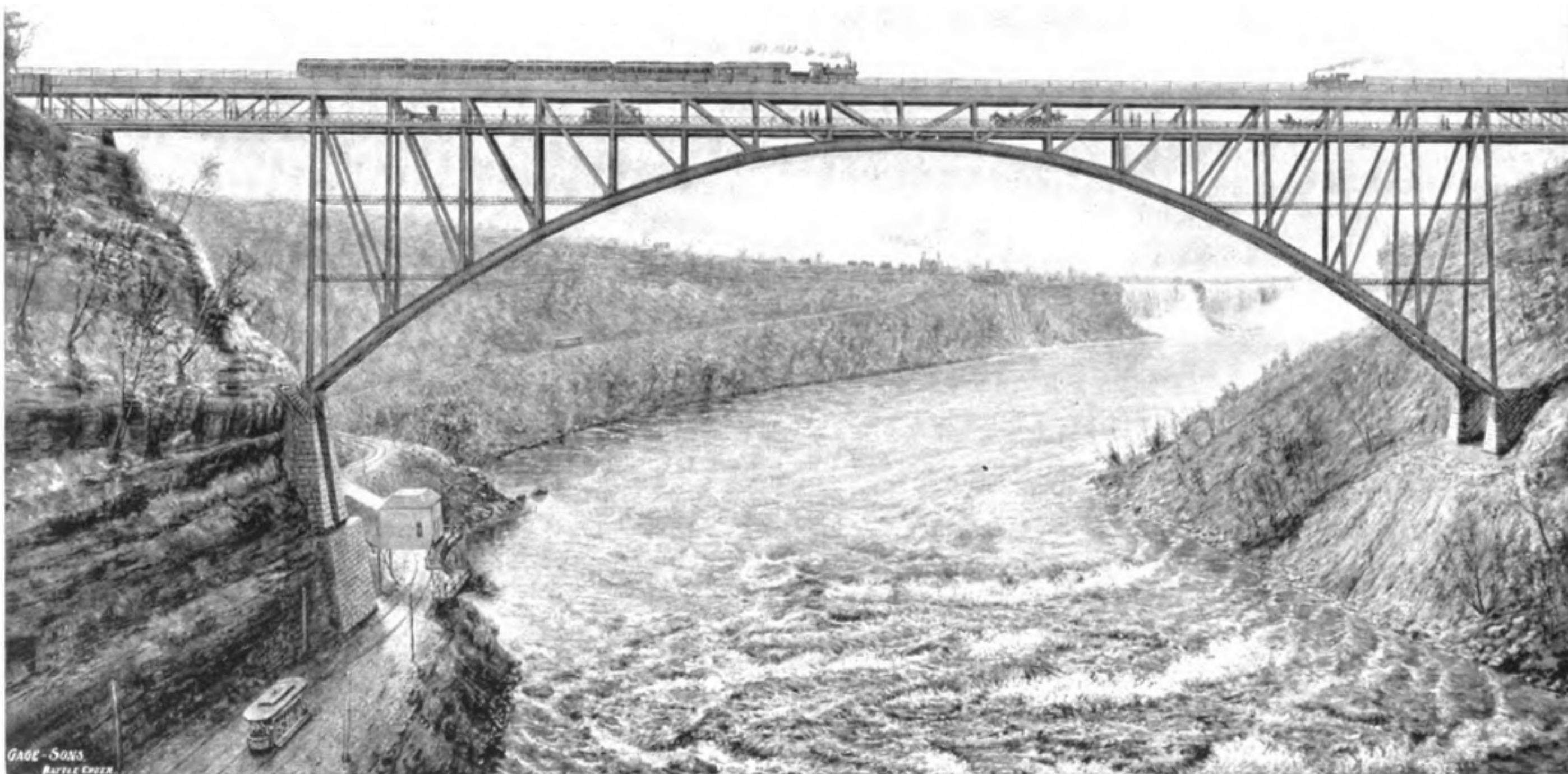


steel and the highest order of mechanical skill is employed in its construction. Each machine is thoroughly tested before shipment, and all are guaranteed in every particular.

#### THE NEW BRIDGE AT NIAGARA FALLS.

Early in September the Grand Trunk Railway System will celebrate the opening of the new steel-arch bridge across the Niagara gorge. The ceremonies will be spread over three days, and will include immense displays of fireworks. Sir C. Rivers Wilson, president of the road, will act as host, and a large number of leading railroad officials from all parts of the United States and Canada will be present. The formal test of the new structure has just been made with satisfactory results. Two heavy trains, each consisting of eight locomotives and nine loaded coal trucks, moved out on the double track of the bridge from the Canadian end. The total weight placed on the upper deck was

Like many another marvel, this great bridge will soon be only a memory, giving place to the steel-arch structure, shown in the accompanying illustration. This new bridge is no less a remarkable engineering feat than was the old, especially in view of the fact that its entire construction, including the removal of the old structure, is to be accomplished without the suspension of traffic. The engraving gives a good general idea of the bridge and the principles involved in its construction. From abutments on either bank springs a steel arch, spanning the gorge, with its highest point 226 feet above the water. The span between the piers is 550 feet, and a trussed span at each end 115 feet long connects the arch with the bluff. The total length of the bridge with its approaches is over 1,100 feet. It has two decks or floors, the upper one, thirty feet wide, occupied by the double track of the Grand Trunk Railway, the lower comprising a broad carriageway in the center, with trolley tracks each side, and footwalks outside of all, making a



GRAND TRUNK NEW SINGLE-ARCH STEEL BRIDGE OVER NIAGARA RIVER.

about 2,500 tons, with additional weight in the way of iron, etc., on the lower deck. It was found that with this aggregate weight the deflection in the center was only about fifteen-sixteenths of an inch. At a signal that the test was a success the sixteen locomotives on the bridge let out a screech which drowned the roar of the falls.

At the time of its erection, the suspension bridge was regarded as the climax of engineering skill and daring, and for many years it has been justly regarded as one of the great bridges of the world. It was opened for traffic in 1855, and has therefore done service for more than forty years. The original bridge had wooden trusses suspended on stone towers, and in 1880 the suspended structure was changed to steel, the stone towers giving place to steel six years later. The length of the bridge between towers was 822 feet, and the height of the railroad tracks above the water was 258 feet.

total width of fifty-seven feet. The sustaining strength of the structure is enormous, and the doubts and fears which timid passengers could never quite subdue concerning the old bridge are now effectually banished by the solidity of this structure with its six million pounds of steel. The entire bridge was fashioned by the Pennsylvania Bridge Company, in their shops at Steelton, Pennsylvania, and shipped in sections, the ribs of the main arch being in twenty-five-ton sections. Its cost was \$500,000.

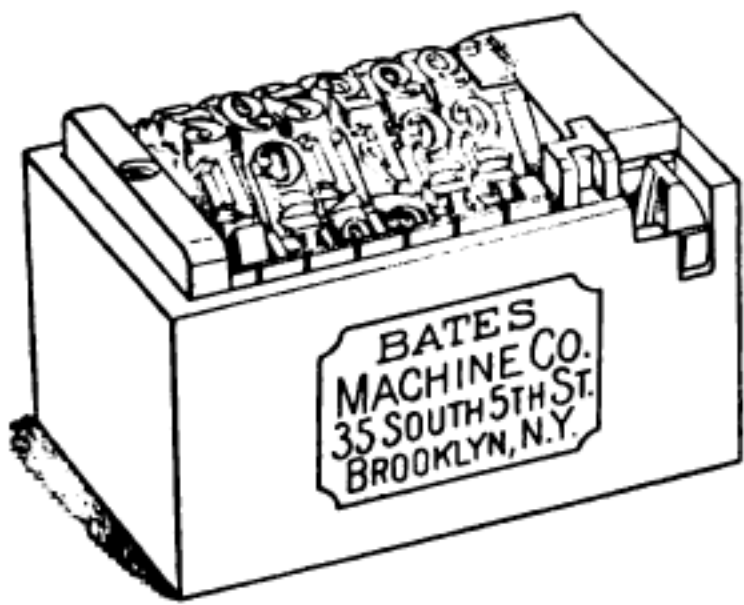
#### A TYPE-CLEANING BRUSH.

A newly patented, moist bristle brush, designed especially for printers, has just been put upon the market. It is guaranteed to wear from one to two years, and costs but 75 cents. Sent free by mail on receipt of the price by the Delete Chemical Company, 126 William street, New York.

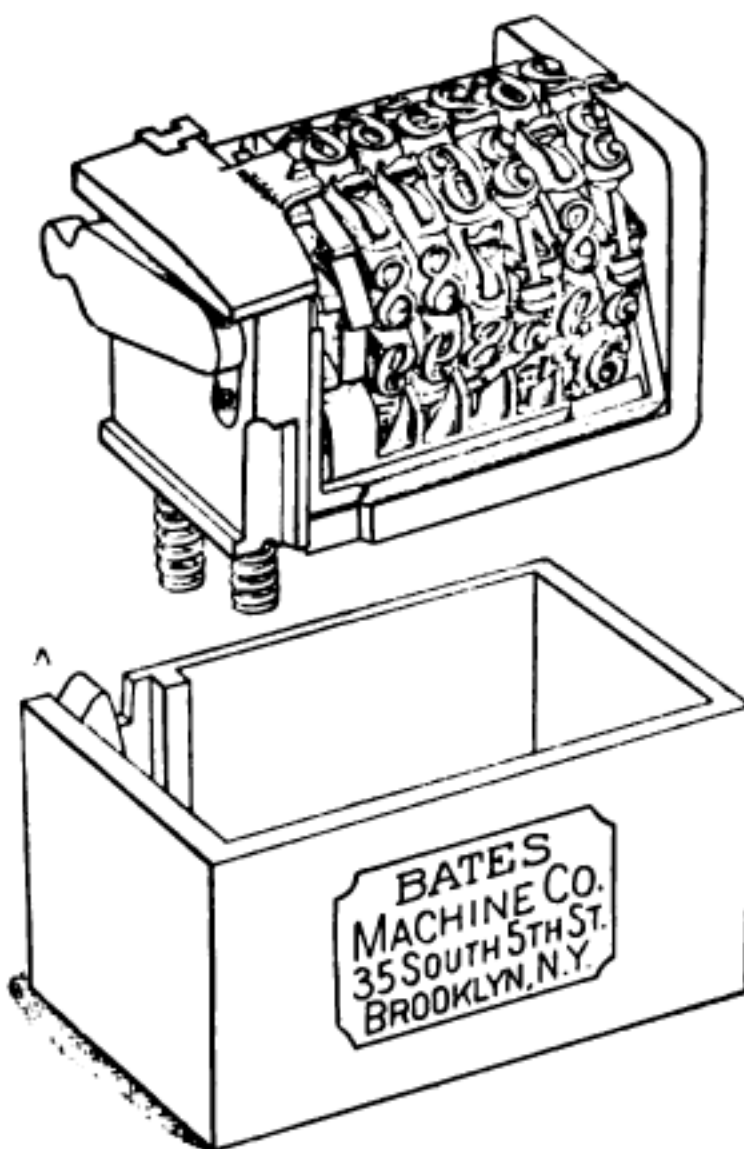


## THE TYPOGRAPHICAL NUMBERING MACHINE.

The typographical numbering machines, illustrated and manufactured by the Bates Manufacturing Company, 85 South Fifth street, Brooklyn, present many novel features which doubtless will at once be recognized as important improvements. The model M, designed for the general job printer, is the only machine on the market, embodying all essential requirements and fully meeting his varied needs. The faults and disadvantages of existing machines have been eliminated. In the manufacture of this entire line, as high a standard will be maintained as the best material, improved facilities and the most skillful workmanship can produce. These ma-



PATENTS PENDING



chines are a type-high automatic machine, designed to be locked in the chase with the form, wholly surrounded by type matter or used separately when the number only is to be printed. Its action is derived from a vertical bodily movement of the figure wheels resulting from the impact of the platen of the press, as an impression is made. There is no plunger with an arbitrary prefix "No." and it is unnecessary to resort to the use of "friskets" or to the cutting of ink rollers. No special conditions of any kind are required, but the machine is simply placed in the form like a "cut," and is ready for use without further preparation. The construction of this machine provides for the removal of the

inside case containing the movement and figure wheels intact (as shown in cut) affording every facility for cleansing without removing any screws or taking anything apart. The steel latch A is pressed to the left, releasing the inside case which may be removed without even unlocking the form, and when replaced the latch automatically locks. A period following the unit wheel is mounted upon a retarding device, the only purpose of which is to prevent the revolving of the figure-wheels, until there is clearance between them and the paper. Otherwise it has nothing whatever to do with the operation of the machine and furnishes proper punctuation. Every part is made of steel and the highest order of mechanical skill is employed in its construction.

Each machine is thoroughly tested before shipment and all are guaranteed in every particular.

### CONNECTICUT NOTES.

[Regular Correspondent.]

HARTFORD—All signs point to a heavy fall trade in almost every line of the many products of the manufacturing commonwealth. Buyers are active to an extent not known for several years, and there are almost continual reports from the manufacturing districts of large contracts having been placed. An excellent test of the business improvement in this State is made by comparing the freight returns of the New York, New Haven and Hartford railroad with those of a year ago. This road, with its various divisions, completely covers this State with a network of rails, and feels easily the increase or falling off in the amounts of freight from the manufacturers, who are usually the heavy shippers. It is learned from officials of the road that large freights are now being carried, that the freight business is constantly increasing and that indications point to a steady improvement. The shipments of freight from New Haven manufactories will continue heavy, with the orders already in sight, for some time to come. The road is handling an unusually heavy quantity of fruit trains.

Charles Fetherstone, who is largely interested in the paper trade in the Connecticut valley, says that the four years of poor business in paper making is being followed this fall by a strength that is gratifying in the highest degree. "There was abundant room for improvement," said Mr. Fetherstone, "for trade until now has been dead for months. The demand is coming up. Inquiries, too, are for the best grades of papers—papers that there have been no sales for for a long time." These inquiries come from all parts of the country, and are the true forerunners, he has always found, of good times. Mr. Fetherstone also said that the improvement in the market for papers will also quicken business in other lines that are dependent on

the paper mills for business, such as the making of new machinery for the paper trade, which has been introduced steadily to keep pace with the times.

Business at the Seymour paper mill at Windsor Locks, says the Hartford Times, is looking blue again. Last week Manager and Treasurer C. A. O'Hara came up from New York and ordered the discharge of several employees throughout the mill. It is also stated that the entire plant will reduce the running time one-half, by running days only. This company has made an offer to furnish the electric power for the Springfield and Southwestern Railway Company for its line, which will run through Suffield and probably this town. The company has a large water privilege from the canal, with more power than is required for the mill, and proposes to use the same for generating electricity for the trolley company, if terms are agreed upon. But it is not probable that the arrangement will be made, because the price given is considered excessive by the trolley company, and they are looking for sites for two power houses of their own on the line of the road.

In this State are situated some of the largest and most extensive establishments engaged in printing, paper making and stationers' specialties. The Case, Lockwood & Brainard Company at Hartford is the most extensive concern engaged in the manufacture of blank books, printing and lithographing. They employ a large force, and even in the dull season have been kept busy.

The Plimpton Manufacturing Company have one of the largest envelope manufactories in the country, and handle large quantities of paper. Their business is very extensive, and extends to all sections. Their plant, thoroughly equipped for the manufacture of envelopes, is one of the finest in the country, and the company has for many years supplied the United States government with stamped envelopes.

The Price, Lee & Adkins Company of New Haven, printers and publishers, publish directories in almost every city and town in this and other New England States. Mr. Lee of this company has recently written Mayor Dickinson of Springfield, suggesting that he use his influence toward getting the paper manufacturers interested in raising a subscription to defray the expenses of the National Typothetæ delegates on a visit to Holyoke to inspect the paper mills. The Connecticut division of the society expects to get the national society to hold its next national convention in New Haven, and this is one of the attractions planned.

At Hartford is also situated the large paper warehouse of E. Tucker's Sons, who as handlers of paper and paper makers' supplies, are one of the largest in the



branches of the company or by writing direct to M. Gally, 130 Fulton street, New York. Besides half-tone illustrations of the different styles of presses and full description of each, the pamphlet contains a number of detailed drawings, showing the mechanism of the machines, which can not fail to be valuable to those about to decide upon a press. The embossed cover of the pamphlet is a work of art.

#### CARVER & SWIFT STAMPING PRESS COMPANY.

The Carver & Swift Stamping Press and Manufacturing Company, Philadelphia, whose advertisement appears elsewhere in these pages, announces that it has moved to new quarters at the northeast corner of Fifteenth street and Lehigh avenue, where it has one of the largest and best equipped manufacturing plants in its line. The company has just shipped two presses to the Troy Times Art Press, Troy, New York. It has also shipped one press to each of the following firms: The Woodward & Tiernan Printing Company, The Buxton & Skinner Stationery Company, St. Louis, Missouri, The Burley C. Hill Company, Monterey, Mexico, and the United States Government Printing-office, Manila, Philippine Islands. Mr. H. E. Carver is the general manager of the company.

#### THE BATES MACHINE COMPANY.



The above illustration represents the new works of The Bates Machine Company, of New York. They are located at 706-708-710 Jamaica avenue, Borough of Brooklyn, Greater New York, and claim to have the largest works of this kind in this country. There are four buildings besides the main building, which are occupied by the machine department, nickel-plating plant, forging plant, steam plant and a private printing plant. The equipment consists of the most modern appliances and the latest improved special tools and machinery.

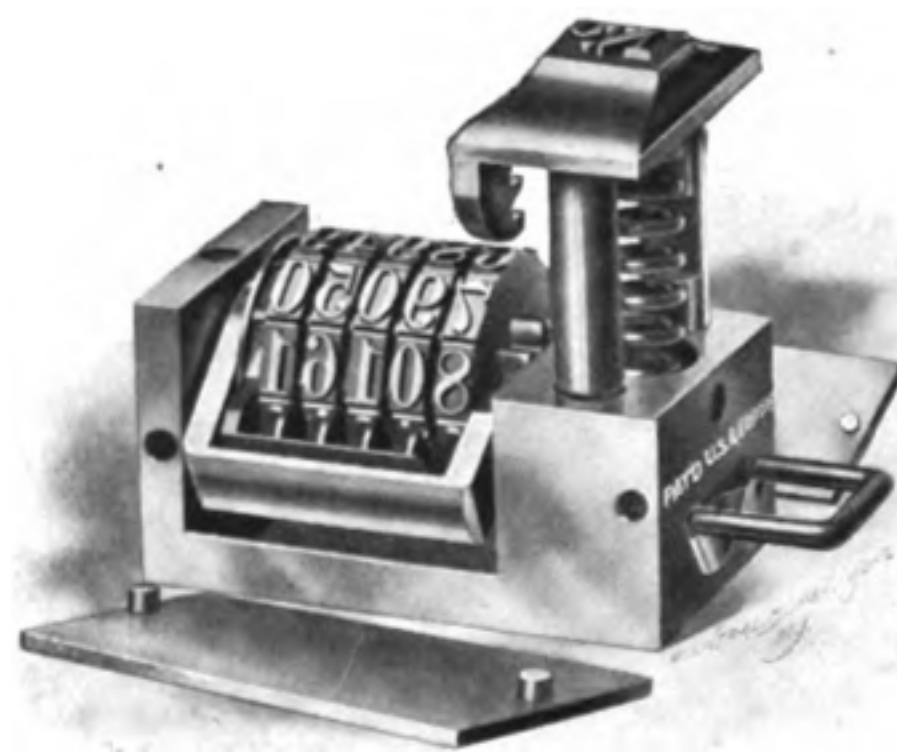


**No 12345**

FACSIMILE IMPRESSION.

Model No. 27 Typographic Numbering-machine is among their most successful productions. It is a standard machine, which meets with practically every requirement of a job printing establishment, and insures a degree of accuracy in numbering hitherto unknown. It is, in fact, they claim, absolutely

reliable and is employed and highly recommended by all large users of such mechanism, here and in all parts of the world. Few investments are as quickly returned, for the saving equals the cost after a few weeks' use, while the character of the impressions is infinitely superior to that of any hand or paging machine. The ease with which it is taken apart for

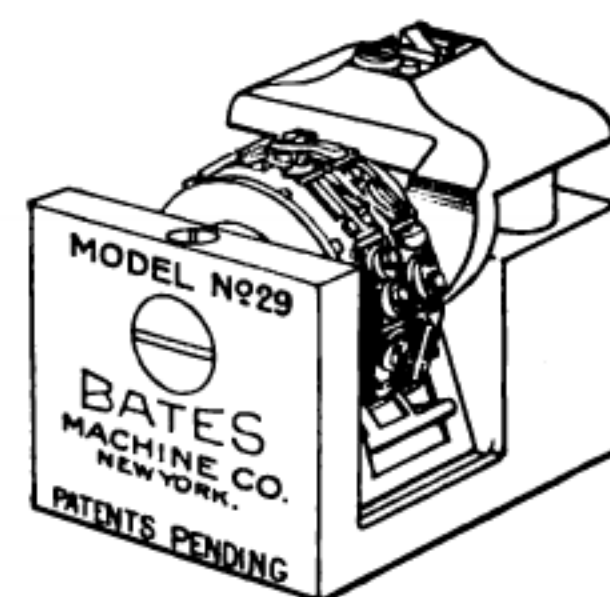


cleaning is truly remarkable, as the view here shown indicates. It is not necessary to remove even a single screw, and the whole operation is accomplished in one minute. The plunger, which is a steel forging, is *geared direct* to the pawl swing. The large non-breaking main spring is *centrally* located between two tool-steel guides, and the side plates (without screws) are instantly removable. These points of construction are of vital importance and can not be too highly commended. If desired, these machines are furnished with steel letter-slides for the plungers, skipping unit-wheels for check work, and the movements are made to number backwards instead of advancing in consecutive order. Special attachments are provided for Harris presses, numbering consecutively, in duplicate and repeat, or repeating twenty-five or fifty times and advancing automatically.

Model No. 29 is another highly successful machine for numbering cash sales books. It possesses all the advantages of design as the Model No. 27, but is made to operate from 1 to 50, or 100, repeating automatically, and is also made to number backwards.

Model No. 31 is made with figures from one-quarter to one inch in height, and is used successfully in Gordon presses by mortising the bed.

The output of The Bates Company comprises some forty different models in all, which are fully protected by United States and foreign letters-patent. In the manufacture of this entire line as high a standard is maintained as the best materials, improved facilities and the most skilful workmanship can produce. Every machine made is *fully guaranteed*, and full particulars will be sent upon application. Their machines are carried in stock by all branches of the American Type Founders Company, Barnhart Brothers & Spindler, Golding & Co., Toronto Type Foundry Company, J. L. Morrison Company, and by large dealers everywhere. In Europe the company maintains its own office at 2 Cooper street, Manchester, England, and agencies at 15 Tudor street, London, E. C.; 119 Rue Reaumur, Paris; 108 Hedderichstrasse, Frankfurt-on-the-Main; 82 Pitt street, Sydney, Australia, and 135 Calle Ahumada, Santiago de Chile. The main offices are at 346 Broadway, New York.



**No 35**

**1235**



**HARRIS ADJUSTABLE JOB-PRESS GRIPPER AND TYMPAN FRAME.**

The Harris Gripper & Manufacturing Company, incorporated, of Richmond, Virginia, now introduce their job-press gripper and tympan frame—the result of many years of careful study on the part of Mr. Harris, who is a practical printer, of Richmond, Virginia, and who is the chief inventor.

Note the accompanying illustration, which shows the job-press equipped with both gripper and tympan. The tympan-frame fits down over the platen in place of the old bails, and may be put on or taken off at a minute's notice, without affecting the register of a job. Grippers are adjustable both laterally and longitudinally by a single operation, permitting of their application to any point on the sheet where there may be a blank space.

The Harris adjustable tympan-frame device is designed to hold all the tympan sheets, and is so constructed as to

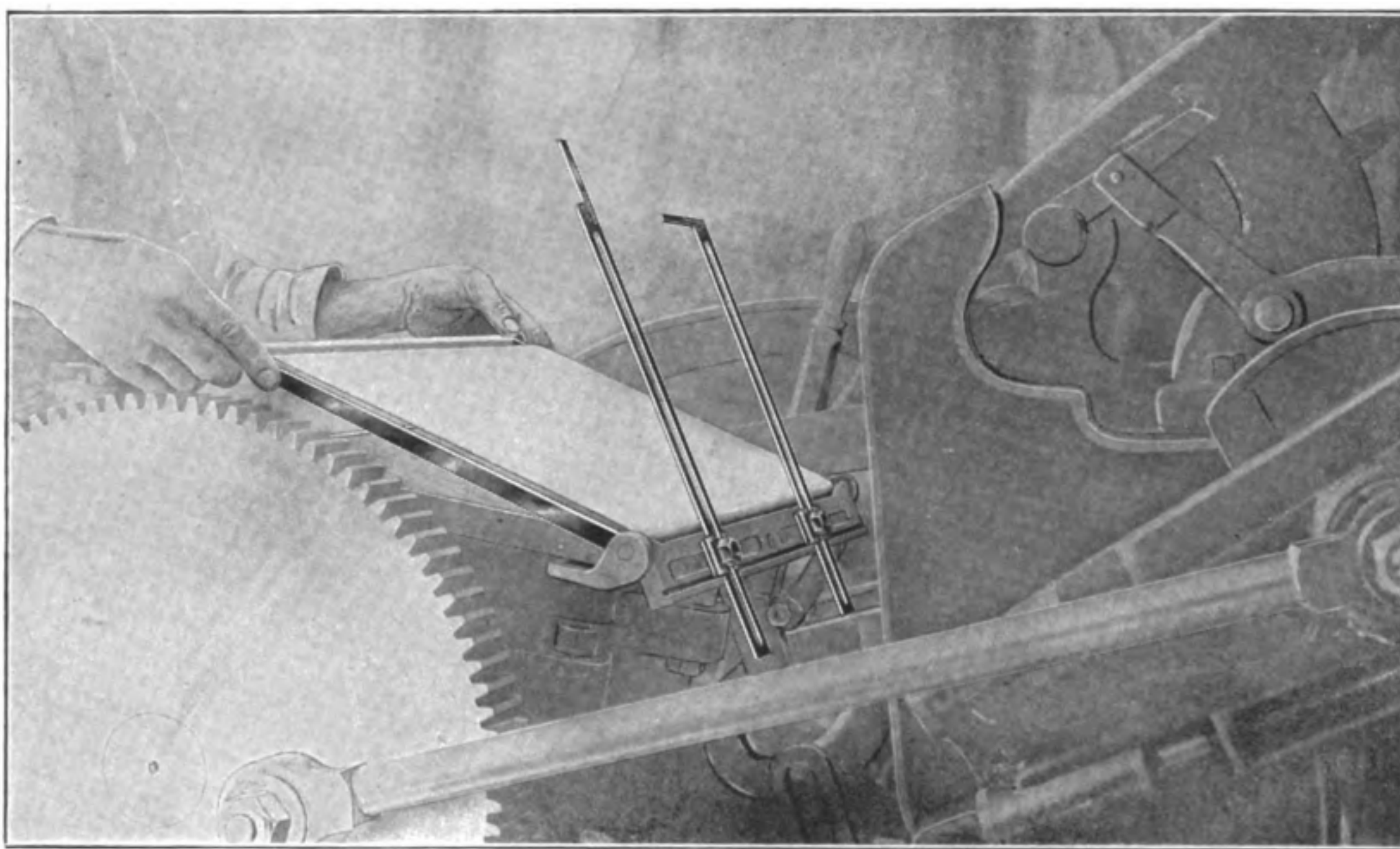
up on the same press, and all necessary make-ready done on each color without any loss of labor or time.

This device is simple and easy to operate, and when the sheets are once stretched in this frame, there is no crawling or bagging of the packing, as is often the case when sheets are used under the old bails.

The manufacturers have given over to the use of a number of reliable printing-plants their gripper and tympan for a thorough test, which has proven thoroughly satisfactory, and is, therefore, past the experimental stage. Those desiring additional information should correspond with the manufacturers, at Richmond, Virginia.

**HERE'S A BOOK EVERY PRINTER SHOULD HAVE.**

The Bates Machine Company, 696-710 Jamaica avenue, Brooklyn, New York, have just published a new illustrated book on typographic numbering, dating, perforating and



THE HARRIS ADJUSTABLE JOB-PRESS GRIPPER AND TYMPAN FRAME.

be adjustable to the platen of a press in such a manner that, after an impression of a form has been taken on the blank sheets of the tympan preparatory to making ready, the tympan-frame may be removed from the platen of the press, and while the pressman is making ready, another form, which has been previously made ready on a Harris adjustable tympan, may be placed on the press, and the feeder starts the press to work, with the loss of not more than three or four minutes in making the change from one form to the other.

Another advantage in this device is that, when it is necessary to lift a form from a press before the run has been completed (whether for the purpose of taking press-proofs or printing rush jobs), the work done on the make-ready is not lost, as the adjustable tympan is simply lifted from its position on the platen of the press, another tympan placed in position for the new form, and, when the one lifted is required again, it is all ready to go back on the press, and this is done without affecting the make-ready or register of the job.

It will be readily seen that, in printing jobs with two or more colors, the Harris adjustable tympan-frame is a most valuable innovation, as the various colors may all be struck

scoring machines, that will be of particular interest to every printer.

This book is the largest and most complete of its kind ever issued, and, in addition to illustrating and describing in detail every device made by this concern for presses, the book gives much valuable information to printers on laying out work. This portion of the book is illustrated with charts, and shows just how the machines are used, shedding light on many points that may have been more or less obscure to many.

The book is handsomely printed, on fine coated paper. It is profusely illustrated with elegant half-tone plates, durably bound, and will make a valuable book of reference.

A limited edition of the book has been printed, which will be distributed free as long as they last.

**AN ARTISTIC SOUVENIR.**

The Hudson-Fulton souvenir issued by the American Type Founders Company was far and away the hand-somest and most artistic piece of printing issued in connection with that celebration, and a copy was mailed every printing-office in the country. The half-tone cuts of Ful-



## SEEN IN BOSTON

**Effects of "Moving Day" on Trade—By-Laws up for Consideration—Art Teachers' Association.**

New England Office,  
THE AMERICAN STATIONER,  
Arco Building, 127 Federal Street,  
BOSTON, MASS., May 5.

The moving days gave added activity to business among the local stationers by the replenishing of office needs which not only applied to stationery supplies, but office furniture and typewriter supplies as well. Judged on the whole the general trade for the month of April has been very satisfactory, though there is considerable complaint found among dealers in other lines that there has been a notable decline in business. It has been remarked generally that even during the duller periods the Boston stationers have had most satisfactory trade and have offered no complaint. The commercial stationers are enjoying a good run of orders and there is less complaint to be heard about the variation in prices than at any previous time, which is good evidence printers are realizing they cannot take orders at a loss.

H. A. Nealley, manager of the Boston office of the Joseph Dixon Crucible Co., returned to Boston last week after a business trip through Connecticut and a visit to the

New York and Jersey City offices of the company.

The Eastern Art Teachers' Association will open a three days' convention on Thursday, May 5, at the Westminster Hotel. Many of the manufacturers of art supplies have arranged for displays of their products in the Exhibition Hall of the hotel during the convention.

A meeting of the Boston Stationers' Association will be held tomorrow afternoon at the Chamber of Commerce when further consideration will be given to the amending of the by-laws, the arranging for illustrated talks on paper making and the taking of action on the recommendations made by the National Catalogue Commission.

J. Edward Alexander, New England representative of Favor, Ruhl & Co., of New York, has made application for membership in the Boston Stationers' Association.

The Onoto Pen Co., of New York, have an excellent display of one sheet posters on the stations on the Boston Elevated Railway system, advertising the Onoto pen.

Last Saturday a portion of the stationery section of the city took on a holiday aspect as several of the large stores were closed for the day on account of the taking of stock.

Fred M. Brown, representing Eberhard Faber, of New York, is expected to make his usual rounds of the local trade during the coming week.

R. Weisenborn, representing the Ameri-

can Pencil Co., is another representative who has sent advanced notices of his expected visit among the local trade the coming week.

Samuel A. C. Todd, of Glasgow, Scotland, manufactured of art novelties, and his first visit to Boston last week in the interest of his firm. He displayed a very fine line of art goods and his future visits will no doubt be eagerly anticipated by the trade.

G. X. Hickerson, secretary of the Trussell Manufacturing Co., of New York, is here this week displaying a line of loose leaf products that is evidently meeting with the approval of the local trade.

J. S. Freed, representing Frank A. Weeks of New York, is listed to make his periodical call on the trade this coming week.

A. C. Cheever, who for twenty-one years has been with the Boston store of the Dennison Manufacturing Co., has been appointed manager of the Boston branch to succeed Preston Pond, who, after service of forty years with the company, retired last week.

A. A. TANYANE.

### Numbering Machines

The Roberts Numbering Machine Co., Watkins, N. Y., has been incorporated to make check protectors and dating stamps and manufacture and deal in automatic numbering machines, etc.; capital \$100,000. The incorporators are W. C. Roberts, G. S. Hice, I. Fleming, Brooklyn.



## MANN'S COPYING BOOKS AND PAPER

Established Lines to Meet Every Requirement  
Exclusive Agencies Will Be Established

**WILLIAM MANN COMPANY, Manufacturers**  
**PHILADELPHIA**

(An effect:) **OUR CUSTOMERS SAY:**

# "Kropp Views Sell Best"



**The Cause:**

**Kropp View Cards Possess:**

**Real Value and Sterling Quality**

THIS accounts for their pleasing, artistic appearance which fairly compels people to pick these cards out of your racks. ANY KROPP DEALER will tell you these are the most profitable.

Ask for our Samples Today.

## E. C. KROPP CO.

Established 1898

Department H, MILWAUKEE, WIS.

**75,000,000 WASHBURN'S PAT.**



**"O.K." PAPER FASTENERS**

SOLD the past YEAR  
should convince YOU of their  
SUPERIORITY.

Easily put on or taken  
off with the thumb and fin-  
ger. Can be used repeat-  
edly and "always work."

Made of brass, 3 sizes. In brass boxes of 100.

Handsome. Compact. Strong. No Slipping. Never!

All stationers. Send 10c for sample box of 50.

assorted sizes. Illustrated booklet free.

The O. K. Mfg. Co., Syracuse, N. Y. NO 1B



## GLOBES

From 3 to 30  
inches in diame-  
ter, in all styles  
and mountings.

## HYLOPLATE BLACK- BOARDS

## SLATED CLOTH

Alpha Crayon, Erasers and other School  
Specialties.

The Original Andrews Dustless Eraser.

## WEBER COSTELLO CO.

Chicago Heights, Ill.

Successors to School Supply Dept. of A. H. Andrews & Co.,  
Chicago, Manufacturers for the Trade only.



joyable treat to the gentlemen at the meeting by singing "Carita" and "Moonlight Bay."

The following gentlemen were present: C. H. Bardwell, Roscoe Breeden, Fletcher B. Gibbs, Albert Edward Riddle, Charles F. Wels, Charles A. Stevens, A. W. Williams, A. H. Childs, A. E. Eggert, C. F. Clute, W. L. Thompson, Alfred Helfenstein, C. A. Bergman, E. Gray Kahle, Mr. Cole, Chas. R. Fargo, Mr. Eber of the Heinn Co., E. Y. Horder, Harry Horder, Hobart W. Martin, R. B. Wilson, Harry L. Murdoch, Mr. Segersten, John Curtis, John J. Vack, Arthur Payne, Wm. L. Hanna, Wm. Cox, Hon. Bill Smith, D. C. Miller, Evan Johnson, George Ramskill, C. S. Hitchcock, Lyman E. Goss, Jr., J. W. Colberg, and Owen B. Miller.

O. B. M.

#### PHILADELPHIA ASSOCIATION ELECT OFFICERS.

THE Philadelphia Stationers' Association held an interesting meeting Thursday evening, October 10, in the Green Room of the Bellevue-Stratford Hotel, during which the following officers were elected for the coming year:

William H. Brooks, president; H. A. Prizer, vice-president; L. A. Hawkes, second vice-president; Dr. Philip Jaisohn, treasurer; Sidney J. Burgoyne, secretary.

Executive Committee—Frank R. Welsh, chairman; Roland Altemus, A. Pomerantz.

A feature of the evening was an address on carbon paper, etc., by H. C. Pindar, of the Union Ribbon & Carbon Co. This will be published in full in our next issue.

The meeting was well attended, and those present enjoyed the evening very much.

#### DINNER AND THEATRE PARTY GIVEN BY MR. WM. BOORUM.

MR. BOORUM, president of the Boorum & Pease Loose Leaf Book Co., has been in St. Louis for the past week looking over their factory there. Mr. Boorum is more than pleased with the condition and business the St. Louis factory has been doing, and while there gave a dinner and theatre party to the St. Louis Stationers. The dinner was given at the Hotel Jefferson and was an elegant six-course meal. It was heartily enjoyed by all those in attendance. During the course of the meal a great deal of badinage was exchanged between the guests, each one trying to out do the other.

Mr. Severson and Mr. Wantz were asked to run their great two-man race, but Mr. Severson refused, claiming that Mr. Wantz fouled him the last time they ran. When the cigars had been passed Mr. Boorum was called on for a speech, which he delivered very eloquently. He put great emphasis on the fact that their policy of absolutely not selling the consumer had been received by great enthusiasm by all the dealers and that they were showing their appreciation by sending orders. He also put great stress on the fact that they were in the best position to give prompt service on both stock and special orders and that they were going to make their service still better. It will pay loose leaf dealers to investigate their proposition.

Mr. Suchanek, manager of the St. Louis factory, was then called on for a speech. Mr. Robt. D. Patterson, president of the National Association, then made a speech for the St. Louis Stationers Club, extending a vote of thanks to Mr. Boorum for his treatment of the St. Louis Stationers and for the elegant entertainment. The party then adjourned to the Shubert Theatre and enjoyed a musical comedy.

Those present were: Mr. Wm. B. Boorum, Mr. Suchanek, Mr. Harley Wantz, Mr. Reuter, Mr. Wm. K. Woods, Mr. Spalding, Mr. F. K. Adams, Mr. C. S. Severson, Mr. E.

Henkel, Mr. Al Meyer, Mr. Wm. J. Kennedy, Mr. Robt. D. Patterson, Mr. Amadee Petling, Mr. A. J. Bartens.

#### INTERESTING NUMBERING MACHINE DISPLAY.

A DISPLAY that has attracted thousands of visitors at the Boston Electrical Show, in progress until October 28th next, is that of the Bates Manufacturing Co., makers of quality numbering machines, New York, who share with the Edison Co., in one of the finest exhibits at this wonderful show. Indirectly the Boston stationers have shared in this display, for, following the Bates business methods, all orders for numbering machines are turned over to the dealer.

The Edison-Bates display is really a modern business office—or what a modern office should be—equipped with steel sanitary desks, filing devices, Edison business phonograph and on the desks are the modern Bates numbering machines, including, among others, the Wizard and the new and clever seven-movement machine. Nearby is a five-foot plate glass case filled with all the Bates machines, and they make an excellent showing.

In high contrast to these new numbering machines is a group of ancient devices, gathered by salesman Frederick A. Burnham, Jr., from all parts of the world. Some of these old machines look as if they might have been used by Noah in transacting business on the ark. Many of these old machines weigh almost five pounds, contrasting strongly with the well-made, durable, seven-movement machine—the newest of the Bates Mfg. Co. numbers—that weighs about as many ounces and doing more actual work. In the old machines, for instance, the inking is done by rollers, somewhat similar to a printing press.

Stationers in Boston, or any in the trade visiting that city, should make it a point to see the display. It is an education. That energetic Mr. Burnham is making the Electrical Show display aid the dealers in other ways, for he has arranged special exhibits in the windows of many stores and is circularizing all industries, directing, as before stated, all orders, or prospective customers, to the local trade. At the show display there is a group of salesmen and expert demonstrators.

#### H. M. FRENCH DIES IN EAST. WAS PAPER CO. HEAD.

H. MURRAY FRENCH, president of the Graham Paper Co., St. Louis, died at Hot Springs, Va. His sudden death was said to have been due to acute indigestion. He passed the summer at Hot Springs with Mrs. French, who was with him when he died.

French was a native of Southern California, where his parents had gone from Kentucky. He came to St. Louis many years ago and was identified with the Graham Paper Co. nearly thirty years. He became Vice-President of the company ten years ago and was elected President after the death of Ben B. Graham. He was 57 years old. He had been in the wholesale paper business practically all his life. He began with Snider & Holmes, with whom he remained until he went to the Graham Paper Company.

His widow and two sons, Dudley and Charles Sole French, survive him.

Mr. Long, who has been taking the treatments at Hot Springs, Ark., spent several days in the city visiting the St. Louis Branch Manager, Mr. H. A. Van Der Slice. In honor of Mr. Long's visit Mr. Van Der Slice gave a dinner at the City Club on Saturday, Oct. 12th, inviting all the stationers to attend to meet Mr. Long. An elegant repast was served and enjoyed by all. Mr. Long made quite a talk on pencils which was enjoyed by all those in attendance.



tabulator with the palm of the hand, rather than with the fingers. Its purpose is to relieve the fingers of the effort of manipulating the keys. It shifts the work from the fingers or thumbs to the hand and forearm.

### A New Short-Writing Machine.

V. Ch. Dold, mechanical engineer, formerly secretary of the consulate general of Luxembourg in France, 114 Route de Clamart, Issy-les Moulineaux (Seine) France, in collaboration with his father, is the inventor of a new typewriter intended to replace hand written stenography. This machine prints on each line ten syllables, one syllable at each stroke of the key. The letters form syllables, which arrange themselves regularly one after the other without leaving irregular spaces between them. The keyboard contains 27 keys and the speed of printing is said to be from 175 to 200 words a minute.

This machine was described in the "Schreibmaschinen-Zeitung Hamburg" in October 1920, and in the November number of "Revue du Bureau," Paris. The article in the "Schreibmaschinen-Zeitung Hamburg" gives the following information:—

"The keyboard of the Dold machine provides for two keys to be operated by the index finger, middle finger, ring finger and small finger of each hand, and three keys for each thumb. The impressions may be made either on a paper roll or, if desired, on a loose sheet the width of an ordinary letter head. The machine prints 10 syllables on each line instead of only one syllable on a line as in the other machines which have been on the market. The line spacing of the paper is done automatically by the machine. Of course the machine writes phonetically. To condense the keyboard, consonants which are similar in sound are represented one character and one key. For instance, in the French model, the following groups are represented each by one character, S and Z, Z and CH, B and P, F and V, G and K, D and T. No syllable requires more than one pressure of the key representing it, that is, one pressing of the key for each syllable.

The notes which the machine writes may be placed upon a copy holder to be transcribed and do not have to be re-rolled.

The dimensions of the first model of the new machine are 10 inches wide by 4-½ high, by 10 inches long or deep.

The inking of the machine is done by means of inking rolls. The more important moving parts of the machine are ball bearing.

The editor of "Schreibmaschinen-Zeitung" points out that the new machine is not a shorthand machine in the accepted sense of the word but a rapidly writing typewriter."

### Fountain Pen With Pump Handle.

The Dunn Pen Company, 709 Sixth avenue, New York, N. Y., is featuring its fountain pen "with the little red pump handle." It has but four parts, made in four sizes, with four options on pen points.

### The Simplograph.

Some two years ago, J. Phil Bannigan, who conducts the Utica Publicity Company at Utica, N. Y., a part of which business is the reproduction of letters, conceived the idea that there should be some sort of a simple, hand, reproducing device that could be used for short runs of letters, forms, menus, price lists, etc. The result of that idea is The Simplograph, which is about to be placed on the market.

The Simplograph consists of but three parts—a perforated base, which corresponds to the drum on the rotary machines, a simple handle, and an ink guard. It is a stencil device and the stencil is made in the usual way, either by hand or on the typewriter. The method of attaching the stencil is simplicity itself. The base, after having had the ink applied on the inside and smoothed over the perforations, is laid on the stencil, the ends of which are brought over the knurled edges of the base, and the handle placed in position. A slight pressure downwards brings the stencil taut and with a single motion of the finger the handle is locked to the base. The device is then ready for operation. The copies are made by a rocker motion and from forty to fifty a minute can be produced. Any number of copies can be made, of course, from one stencil—just as many, in fact, as can be made on the rotary machines.

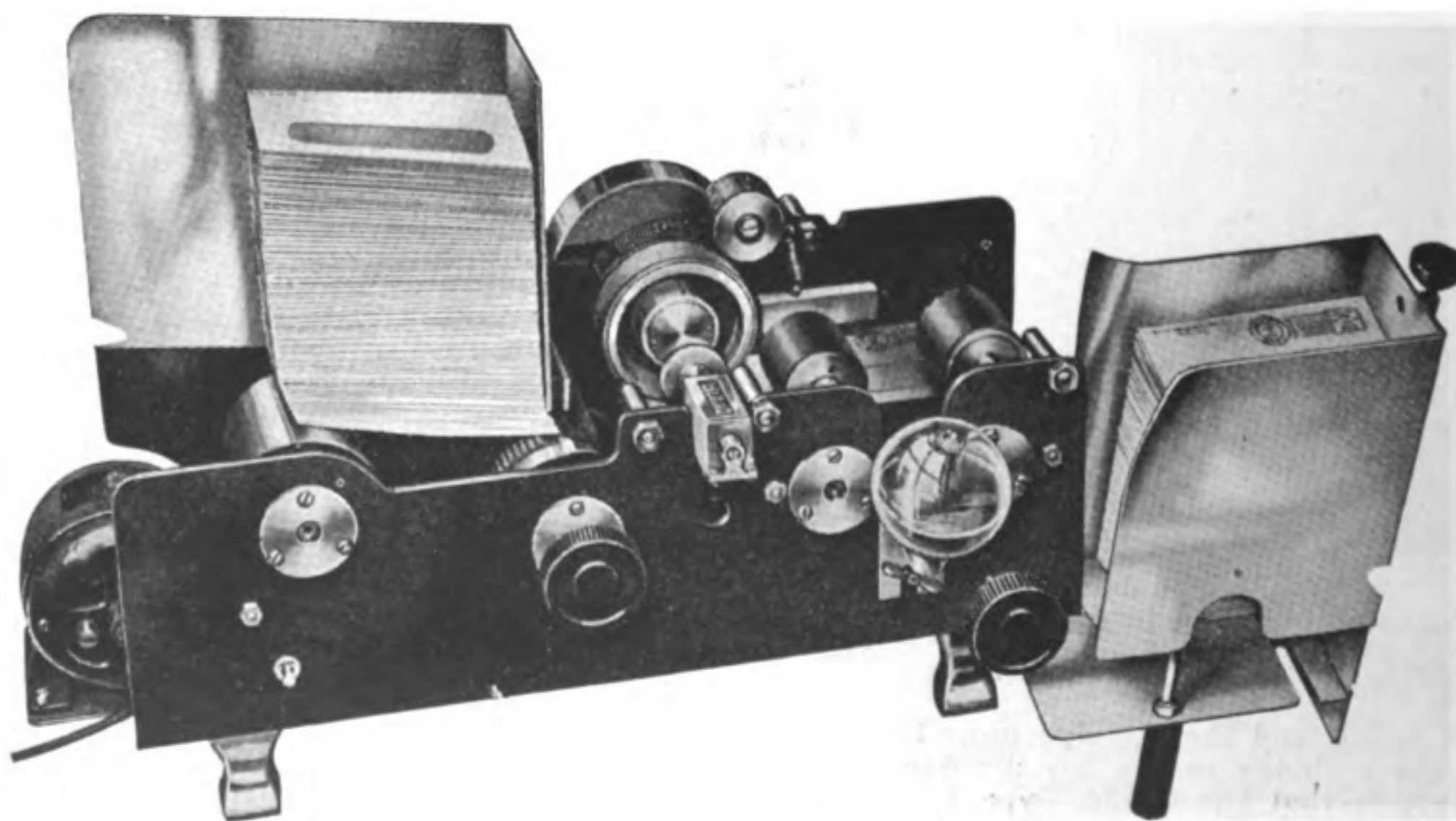
The new device seems to possess many features of merit. For one thing, it can be used in bound books, something no other reproducing device, either composition or stencil, will accomplish. Copies of letters, orders, bulletins, reports, etc., can thus be imprinted in bound books of record, avoiding the labor of writing them in. The Simplograph can also be used on the inside of boxes or box covers, for printing instructions, etc. Also on the outside of containers of any size, shape or form, or made of any material, such as wood, metal, cloth, cardboard, etc.

Another important feature of this device is the fact that any kind of stencil paper on the market can be used in connection with it. There are no knobs or projections by which the stencil is attached, both ends being held firmly in position by the handle, making it ready for operation instantly.

The Simplograph comes in a handsome metal container, the cover of which serves as a guide in locating the matter for reproduction. A full outfit of supplies is also sent out with the device. The Simplograph Company of Utica, N. Y., is placing the new device on the market and has openings for district representatives in several sections of the country.

### Roberts "Midget" No. 66 Numbering Machine.

The Roberts Numbering Machine Company, 694-710 Jamaica avenue, New York, N. Y., has produced Model 66 "Midget" numbering machine, for which great simplicity (Continued on Page 155.)



THE STANDARD POSTAL PERMIT PRINTER AND SEALER.—This machine was described on page 153 of the April issue of Office Appliances. Through an unfortunate error the capacity of the machine was stated as 1,000 per hour. The actual capacity is 10,000 per hour.

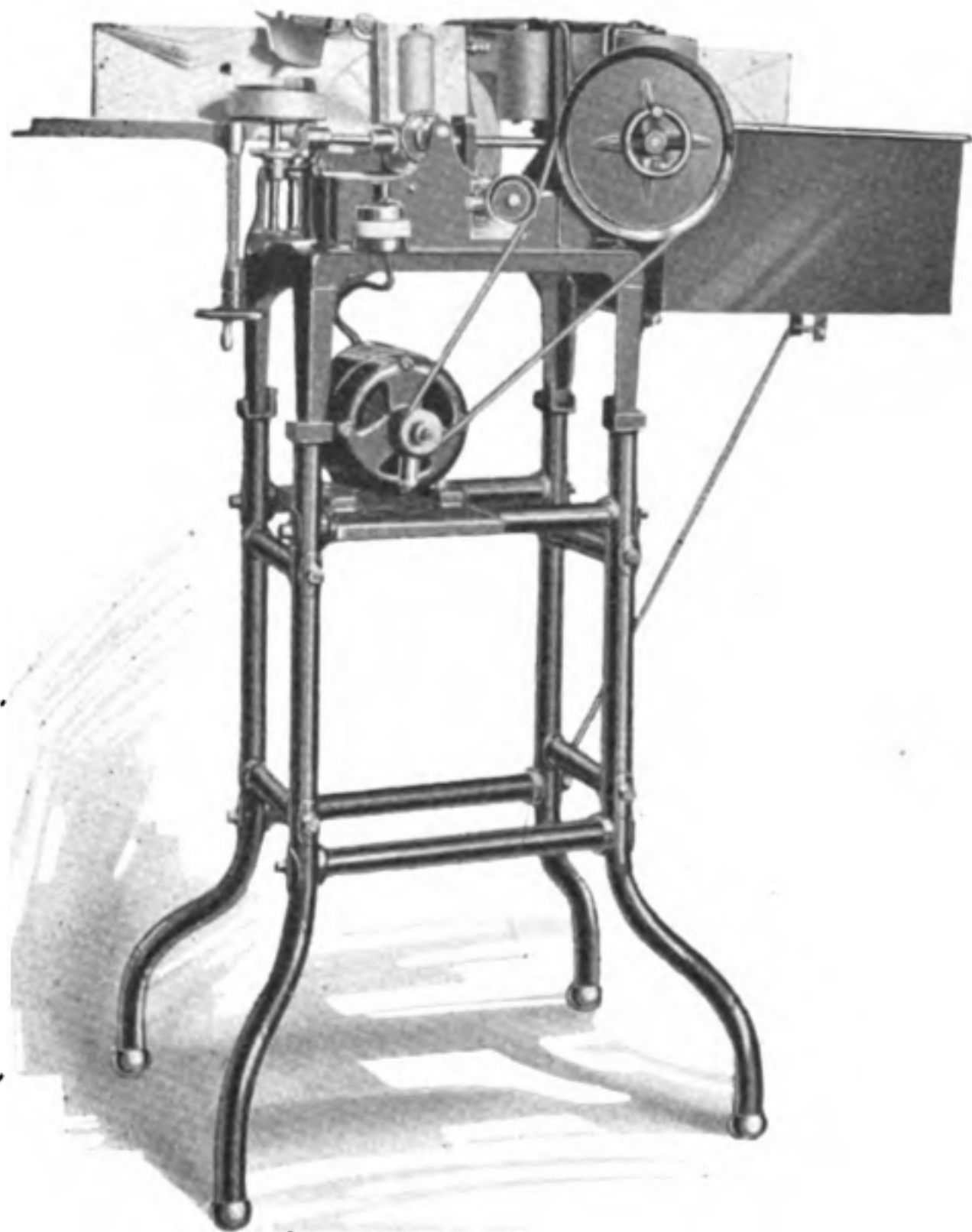


(New Machines—Continued from Page 26.)

is claimed. There are but twenty-one parts. The machine weighs five ounces, and is made of steel with the exception of the wheels. The numbering wheels are of a nickle-bronze alloy, and the figures are in high relief to assure clear and distinct impressions. The pad swing is geared directly to the wheel case, assuring positive inking.

#### Electrically-Driven "Sealograph."

The Sealograph Company, 1700 Brooklyn avenue, Kansas City, Mo., has perfected a new model "Sealograph" with electric drive and automatic feed. It automatically feeds any standard size envelope, seals, counts and stacks envelopes at the rate of 175 per minute. The gears are nickel plated brass; the machine is equipped with a metal moistening disc, eliminating pads and wick. There are two

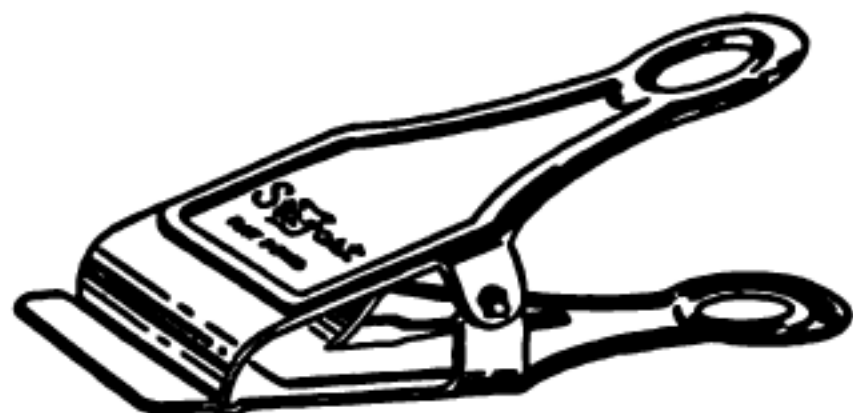


MODEL "C" SEALOGRAPH.

sets of sealing rolls assuring secure sealing. It is self contained and mounted on a black japanned standard. A counter is included with each machine.

#### Paper Clip of New Design.

The L. D. Van Valkenburg Company of Holyoke, Massachusetts, have placed on the market a paper clip known as the Sta-fast. This clip has a protruding lower jaw which might almost be said to be undershot like the jaw of a prize bulldog. This construction makes it exceedingly easy to attach the clip, for all that it is necessary to do is to open the clip, slide the lower jaw on the papers to be fastened and release when the clip grips firmly. The upper



"STA-FAST PAPER CLIP."

jaw is curved in the arc of a circle and when it comes down it bites into a little beading or crimp in the lower jaw, forming a lock on the papers grasped. This lock is firm enough to hold papers with perfect security, yet does not hold them with such determination that they are torn if pulled out of the clip. The spring which operates this clip is made out of the steel which forms the lower jaw.

# PEERLESS

## RUBBER

# TYPEWRITER KEYS

Made in green rubber for all machines.  
Characters heavily inlaid and unconditionally  
guaranteed.

### A First-Grade Product

The advantage of stocking Peerless Keys is that you will be handling a first-grade article—one that insures satisfied customers, steady repeat orders and a growing business. It is significant that most of the progressive dealers throughout this country and Canada handle the Peerless Key only and would carry no other.

The reason is not because of the quality alone, but the selling policy of this company, which aims to co-operate with and protect the dealer at all times. Peerless Keys are the only first-grade keys sold through dealers that have a pronounced consumer demand and preference, the only key back of which there is consumer magazine advertising to stimulate and create business for dealers. No other manufacturer in this line refers consumer inquiries and orders to dealers. WE DO!

There are so many reasons why progressive stenographers need rubber typewriter keys that it is unnecessary to repeat them. And we are educating them to ask for Peerless Keys. All you need to do is get in line with the other Peerless boosters, stock a few sets and watch them go. They will go—and you'll come back for more. Try it today and see. Our liberal offer will please you.

**The PEERLESS KEY COMPANY, Inc.**  
 176C Fulton Street      New York City  
 Chicago    Pittsburgh    Cleveland    Philadelphia    Boston  
 Seattle    Minneapolis    Toronto    London, England



**George E. Packard**

There is, perhaps, no man catering to the wants of printers who is more popular throughout New England and in New York State than George E. Packard; but because he is a modest man, and insistently averse to being used for advertising purposes, his name is seldom seen in print. A friendly pen now gives him the public recognition he deserves.

Mr. Packard was born in Ellsworth, Maine, November 1, 1875. He and his



George E. Packard.

charming family have resided in Albany, New York, for several years. The son of a master printer, he learned the alphabet and the case at the same time, and could set reprint at the age of six. During his school days he worked at printing during vacations. He was a leader at school, and eventually became a thorough journeyman printer. In 1897 he entered the printer's supply field, and has sold everything from type to platemaking machinery, printing machinery and composing machines. Before undertaking the sale of anything, it is Mr. Packard's method to learn all about it. He is a student of everything connected with the production of printed things of all sorts, and thus has acquired an expertness which induced the American Type Founders Company a few years ago to engage him as a production engineer on the staff of its efficiency department. In this profession his wide experience and conscientious regard for the interests of his clients have resulted in a notable success.

**"National Printer-Journalist" Merged with Trade Press Publishing Company**

The *National Printer-Journalist*, formerly published in Chicago, has united with the Trade Press Publishing Company, of Milwaukee, Wisconsin, and is now being published in Milwaukee. Benjamin S. Herbert, who has been in charge of the *National Printer-Journalist* since the death of his father, B. B. Herbert, will continue as editor. The other officers of the company are: President and publisher, H. A. Apple; vice president and advertising director, F. L. Goulston; treasurer and business manager, P. C. Treviranus; circulation manager,

W. E. Lenicheck; field manager, J. A. Ermatinger; art director, J. D. Campbell; associate editor, E. G. Myers; managing editor, H. J. Larkin; industrial editor, E. C. Kratsch; technical editor, M. Fahnestock.

The Trade Press Publishing Company publishes four other trade papers, and the consolidation will enable Mr. Herbert to devote his entire time to the editorial department. The *National Printer-Journalist* has the best wishes of the entire printing trade for its continued success.

**Exhibition of Cover Designs**

The original cover designs which were submitted by contestants in the Sunburst cover prize contest were exhibited in the Fine Arts building, Chicago, February 8 to 14, by the Hampden Glazed Paper & Card Company, of Holyoke, Massachusetts. Of the 3,500 designs entered in the contest, 275 were selected for this exhibition. The covers chosen comprised a great variety of subjects, and the designs and color schemes were strikingly beautiful. The exhibition was visited by a large number of artists, students and advertising men.

**Second District Typothetæ to Hold Convention**

Elaborate preparations are under way for the annual convention of the Second District Typothetæ Federation (New York State above New York city) which is to be held in Rochester on March 10 and 11. An even better program than that of the convention held at Syracuse last year is hoped for, and the committee expects to provide a profitable as well as highly enjoyable two day session for the four hundred or more New York State printers, salesmen, foremen and service men who are expected to attend.

A carefully prepared program of nationally known speakers has been worked out, and this will be supplemented by round table discussions on various phases of the printing business.

The officers of the Second District Typothetæ Federation are: President, Frank J. Smith, Rochester; first vice president, Ira G. Payne, Albany; second vice president, Robert J. Hausauer, Buffalo; third vice president, W. D. Haight, Poughkeepsie; treasurer, Floyd N. Spaulding, Syracuse. All these officers have spent a great deal of time during the past year in looking after Typothetæ matters and they are all pledged to make the convention a great success.

All printers and publishers in the State of New York, whether affiliated with the Typothetæ or not, are urged to attend and take part in the conference. The annual election of officers will be held at an execu-

tive session on Saturday afternoon, the last day of the conference. Organization, coöperation and harmony will be the keynote of the conference, and its ultimate aim is to raise the standards of the industry in the State of New York to an even higher plane.

**Numbering Machine Prices Reduced**

Reductions in the prices of numbering machines have been announced by the American Numbering Machine Company and the Roberts Numbering Machine Company. The main offices of both firms are in Brooklyn, New York.

**Presentation to Joseph A. Borden**

A very pleasing event at the convention of the Printing Trades Secretary Managers Association recently held in Indianapolis was the presentation of a handsomely engrossed and illuminated testimonial of appreciation to Joseph A. Borden, formerly general secretary of the United Typothetæ of America, and now director of the department of general service of the American Writing Paper Company.

The presentation was made by Henry M. Ellis, secretary of the New Orleans Typothetæ, on behalf of the association. Mr. Ellis attributed much of the friendly and coöperative spirit now existing in the printing industry to the untiring efforts of Mr. Borden while secretary of the U. T. A., and expressed pleasure that in his present position as director of the service department of the American Writing Paper Company, Mr. Borden is still devoting his efforts to the interests of the printer.



Testimonial Presented to Joseph A. Borden.

Mr. Borden's response was full of appreciation for the tribute expressed by the secretaries. He said he had considered it a great privilege to be able to help his fellow printers, and expressed the hope that his present line of endeavor would prove of lasting benefit to the printing industry.

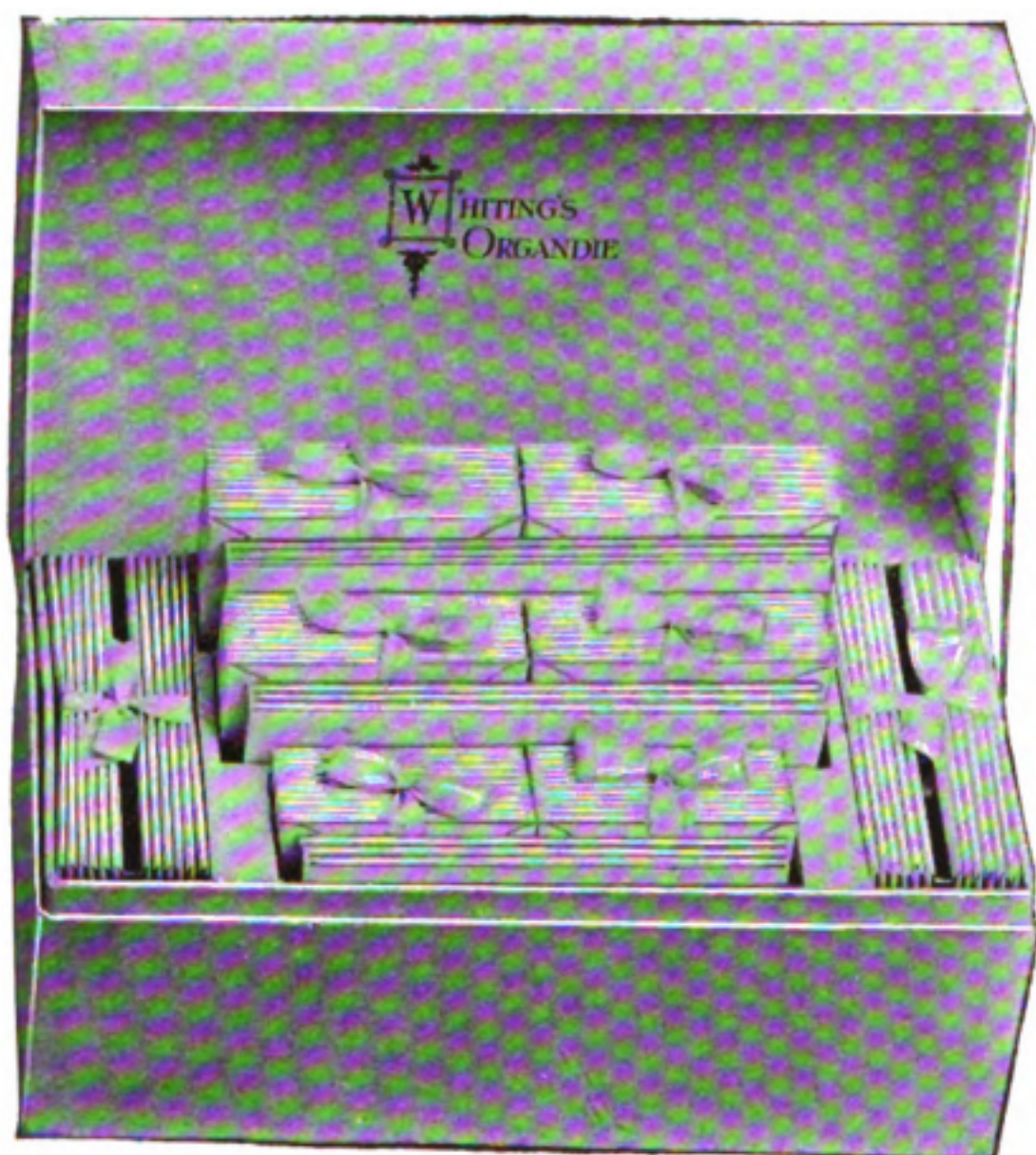


### The Whiting Holiday Line

The new line of gift boxes for the fall and holiday season now being displayed by the Whiting Paper Company will prove exceptionally interesting to dealers, as it contains many numbers suitable for Easter, graduation or birthday gifts, as well as for the Christmas season and presents an assortment of styles, colors and designs so varied as to make the problem of selection an easy one.

The leading Whiting papers are included, put up in flat boxes and upright cabinets containing from one to ten quires with correspondence cards. Novel effects are shown in folded correspondence cards with rounded gold corners, also fancy bordered stationery and envelopes with fancy linings.

In making the entire line, care has been taken to avoid making the decorative effects reflect too much suggestion of the Christmas season, as dealers in the recent past have shown a marked preference for such boxes as will prove marketable at all seasons. Thus it is exactly what it purports to be, a



A SPECIMEN BOX OF WHITING ORGANDIE

line of gift boxes, and not exclusively a Christmas line in the strict sense of the word.

Some of the outstanding features are Whiting's Organdie in an assortment of self-toned boxes with die stamped covers. Whiting's Angora and Oak Grain appears in a variety of styles. Moorish Linen is included in boxes presenting exceptionally attractive cover effects, and Representative Linen is shown in a broad range of styles. Other papers shown are Moleskin, Crushed Antique and Chesterfield Linen.

The line is now on display at the Whiting Paper Company's salesrooms in New York, Chicago, Philadelphia and Boston and their travelers are showing it throughout their territories.

\* \* \*

### Selling Silk Typewriter Ribbon

John Ward & Son, 115 Cedar street, New York, are handling a silk typewriter ribbon which is made by one of the foremost manufacturers of printing inks in the country. The thinness of the fabric makes it possible to obtain more copies at one writing.

\* \* \*

### The "King's Waterman"

An unusual piece of window trim is being distributed by the L. E. Waterman Company which is based upon historical episodes dating back hundreds of years. The piece is litho-

graphed in nine colors which brings out the beauty and architectural splendor of the historic Windsor Castle.

The cutout arch, with landscape and castle background, shows the royal barge and King's Waterman as outstanding figures. Reproductions of different type Ideals are shown on both side walls.

It measures 30½ inches wide, 28½ inches high, and 12 inches deep, occupying a floor space about 30½ x 12 inches.

The strong design, attractive coloring, and unique subject makes it a sales impelling store or window display.

\* \* \*

### Department From Thomas A. Edison, Inc.

The Bates Manufacturing Company, for thirty years the pioneer manufacturers of numbering devices, has established an export department to take care of the growing foreign business in all parts of the world. For many years this company was a subsidiary of the Thomas A. Edison Industries, but last December new interests acquired the business and have inaugurated a very progressive policy of expansion. A new plant was purchased at Orange, N. J., and it is now in



THE BATES AUTOMATIC NUMBERING MACHINE

full operation, and from all reports the company is on the way to turning out more Bates machines this year than ever before.

The Bates machine for automatic numbering has an enviable reputation throughout the United States for quality and durability.

The department will be located at the Hudson Terminal Building, 50 Church street, New York City, as part of the general sales offices at the same address. S. M. Babson, who is vice-president of the company, will be in charge of the export department.

\* \* \*

### It's Your Move Now

Everybody knows the game of checkers and the expression, "It's Your Move Now." This idea was used as the basis for a window display by a retail stationer recently who put out a most attractive special of odds and ends that he wanted to clean out.

In the center of the window and well toward the front he put a checker board with the men on it all ready to begin to play.

Around this the display of merchandise was placed in about the same manner as was his general custom. Directly over this checker board there was suspended a large sign worded as follows: "It's Your Move Now."





Kee Lox Air Sealed Ribbons cannot change by heat, moisture, dryness or age in any climate. Your stock will remain the same as the day it was made—always fresh and ready for use.

We also make TYPEWRITER, BILLING, PENCIL and PEN carbons, in a most complete variety, in a wide range of prices.

Write for Agency. There are 22 years of specialized manufacturing experience in back of the material we sell.

**KEE LOX**  
**MANUFACTURING CO.**

Founded 1899

CAPITAL \$1,000,000

Export Office

438 BROADWAY, NEW YORK,  
U. S. A.

## George Samuel Opens New Premises in Albany

That popular Corona typewriter agent, George B. Samuel of Brooklyn, who now has under his charge not only the Brooklyn territory but a number of other cities in upper New York, has moved the Corona office in Albany to 105 No. Pearl Street, where the entire building is being occupied. Needless to say, the general layout is completely up to the usual high Corona and Samuel standard. David Bergstrom is manager of the Albany establishment.

## Mexican Chamber of Commerce

With headquarters in the Woolworth Building in New York and 45 Bolivar Street in Mexico City, the Mexican Chamber of Commerce of the U. S. has been incorporated under New York State laws following submittal of the matter to the Secretary of State at Washington. The objects of the Chamber are promotion of business and economic relations between Mexico and the United States and the directorate is composed equally of citizens of both countries. Memberships are solicited.

## Shaw-Walker "Go-Getters"

In the sales contest being conducted by the Shaw-Walker Company from their general offices at Muskegon, Mich., in which dealers all over the United States handling that company's goods were given quotas in purchases made during the period, Barker Brothers, of Los Angeles, Cal., stood at the top in Division "A" and Brooks & Idler, of Atlantic City, first in Division "B" at the time last available records were received. Their percentages stood, respectively, 221 and 572 of the amount of goods which they were expected to buy, while 19 others in the first and 11 in the second went over their quotas when the contest was only half over. A very convincing indication that business is improving, we will say!

## Mr. Thurlow in England

L. R. Thurlow, vice-president of the Decorated Metal Mfg. Co. of Brooklyn, N. Y., sailed from New York on April 22 last, aboard the S. S. *Olympic*, for a stay in England, during which time he will be devoting his efforts to co-operative work with Mr. Shillingford, the new European director for the Decorated company. Mr. Thurlow's technical knowledge and experience in the ribbon spool and box business will be of immeasurable value to Mr. Shillingford.

## Probable Expansion of Bates Mfg. Co. Activity

A meeting of the stockholders of the Rotary Index Co., of New York, was called for April 28 for the purpose of discussing and voting upon the advisability of selling certain dies, tools, fixtures, machinery and unassembled parts to the Bates Mfg. Co. of Orange, N. J., manufactures of the well-known Bates numbering machines.

Although the action of the meeting was scheduled too late for mention in this issue of "TOPICS," it is assumed that if favorably decided, the Bates company will hereafter manufacture and sell the Rotary Index, a very ingenious and efficient, automatic memo pad and desk calendar.

Have you anything to tell the trade—tell it through "TOPICS"



purchasing all the useful features of the most expensive ink-well, yet he is paying only 5 cents more than he would for the ordinary 2 ounce bottle of ink.

### A Small Calculator



Consideration of the subject of mechanical devices for adding figures usually brings to mind the larger variety of commercially adoptable machines, yet there are times when the little Harmon Vest-Pocket Calculator here illustrated can be put to very efficient service.

The points covered by the makers in description say that it has only nine separate parts, weighs less than 4 ounces, 5 1/16 inches long, 3 3/16 inches wide and 5/16 inches thick, parts are instantly interchangeable, has no keys, levers, wheels, chains, bands or celluloid to wear and break, works in a straight line—in short, simplicity personified.

The available totals are \$99,999.99 or 9,999,999 as a limit, and it is claimed that it can be used for subtraction and multiplication.

The retail selling price in America is \$7.50 and it is furnished with a stand at \$10. Manufacturers: Erie Calculator Co., Erie, Pa.

### Resillo Pure Hair Cushions



The chair cushions named "Resillo" are made only by the Ottawa Cushion Co. and their product is proving very satisfactory to users.

The hair is washed, sterilized and treated to a process to prevent vermin from attaching to it. Then it is pressed into shape under a pressure of 15 tons to the square inch, making a smooth, even surface, one that will not pack down nor become hard; the tendency is to fluff up rather than flatten down as most fillers do.

"Resillo" hair is a non-conductor of

heat, making it ideal for comfort as a cushion, and the makers claim that it is a material that will not burn and does not add to insurance cost. Also, the hair when pressed

into shape by their process, prevents the cushions from ever getting out of shape. In these cushions all the desirable features that are necessary to provide a cool comfortable and everlasting cushion are found.

The manufacturers make them in 75 styles and they are now offered for sale all over the U. S. A. The best dealers for such goods are office furniture tradesmen and attractive prices are quoted.

### Takes Over Export Department From Thomas A. Edison, Inc.



The Bates Manufacturing Company, for thirty years the pioneer manufacturers of numbering devices, have established an export department of their own to take care of their growing foreign business in all parts of the world. For many years this company was a subsidiary of the Thomas A. Edison Industries, but last December new interests acquired the business and have inaugurated a very progressive policy of expansion. A new plant was purchased at Orange, N. J., and it is now in full operation, and from all reports the company is on the way to turning out more Bates machines this year than ever before.

The Bates machine for automatic numbering (which is pictured in the accompanying cut) has an enviable reputation throughout the United States for quality and durability. It is also widely known abroad. The foreign business has grown to such an extent that it has become necessary for the company to take this step and establish its own direct export division.

The department will be located at the Hudson Terminal Building, 50 Church Street, New York City, as part of the general sales offices at the same address. S. M. Babson, who is vice-president of the company, will be in charge of the export department.

### Nemco Waste Baskets



A handsomely enameled, extra strong, one-piece, all-steel waste basket of exceptionally large capacity is the Nemco made by the Northwestern Expanded Metal Company. Distinctive features are the solid steel bottom which cannot rattle or come loose, smooth tube edges and the fact that it will not rust or bend.

These goods are made of expanded metal, not wire, are finished in maroon, olive green and pure

white. Besides the office size, they are made in three larger

The founder of "TOPICS" is still actively engaged in its production



### Substantial Reduction on Numbering Machines

THE Bates Manufacturing Co., makers of Bates Machines for automatic numbering, have just announced a substantial reduction in the prices of their products. It will be recalled that the company late last fall moved into very much larger quarters in a factory of their own at which time new interests purchased the entire business from Thomas A. Edison, Inc., of which concern it had been a subsidiary for over thirty years.

As an independent concern the management has been enabled to perfect a manufacturing and selling organization which has already resulted in a larger volume of business. Substantial reductions in costs have been effected, while the quality of its products has been maintained and in many respects improved. These savings have quite properly been passed on to the consumer, in the form of revised and reduced prices, thus giving the dealer the opportunity for increased sales of this high grade and popular labor-saving office device.

These new prices mean that Bates machines can now be retailed for as low as \$13.00 and \$14.00 each. It is stated by the management that it has been their purpose to take care of this matter of price at one stroke so that a stable market will be established in the future for these well known machines.

### Colored Erasers for Draftsmen

WHEN a draftsman reaches for his pencil, he can be pretty certain to pick up the one containing the lead he wants, if he uses the Dixon System. It is very simple. He buys a different colored "Wedge rubber tip—white, red, blue, green—for the pencils of varying degrees of hardness he uses—for example, white



for the 4B, red for HB, blue for the 2H, green for the 6H and so on.

The name of this addition to the Dixon Line is 450-A. They are packed in unique display cartons as per illustration.

### "Y & E" Safes Score Triumph

THE Yawman and Erbe Manufacturing Co. scored a triumph when on June 6th, the Underwriters' Laboratories selected one of their "Y and E" Dry Insulated Safes at random from the field, subjected it to their gruelling furnace test of two hours at heats ranging up to 1870° Fahrenheit, and at the end of that time found the average interior temperature of the safe 254° Fahrenheit, a figure that easily earns the Underwriters' Class "B" Label.

Eighteen months ago a "Y and E" Dry Insulated Safe was the first safe with dry insulation to win this coveted "B" label. "Y and E" officials, however, consider that this second safe, in passing the heat endurance test with an even better record than the original model, has affirmed the strong protective powers of "Y and E" dry insulation and proved that every "Y and E" Safe is built to "B" label requirements.

"We feel that the results of this test prove several things," said a "Y and E" official. "First, that dry insulation in safe walls is permanent in its protective powers. Second, that every 'Y and E' Safe in use is actually a 'B' label safe and if necessary could pass the Underwriters' tests to prove its security. Third, that wood interior fittings, such as 'Y and E' advise, are even better than steel as a protection to papers. During the test the average temperature of wood fittings was consistently lower than steel fittings in the same safe. All told, we feel that the results of this Underwriters' re-test furnish just that much more evidence of the value of Dry Insulation."

### Pencil for Marking Photo Mounts

DIXON announces a new number to merchandise the Dixon "Best" White No. 352 pencil for marking photo mounts.

The illustration shows the new number which is an



easel display stand—striking and attractive—containing two dozen pencils.



will occur to the reader. It will be observed that it is quite similar to the lithographing process on stone.

The device is distributed in this country by the American Opalograph Corporation, Beebe avenue and William street, Long Island City, N. Y.

This machine will be publicly exhibited for the first time in the United States at the coming business show in New York. The company expects to place the machine in the hands of dealers and agents for different territories throughout the country and will establish agencies in all parts of the United States.

#### A Useful Desk or Table Accessory.

There have been times when one has observed an expression of slight annoyance on the countenance of the lady of the house when some careless person dropped hot cigar ashes on the polished top of her best mahogany table. In these days when so many people smoke cigars or cigarettes, one cannot have too many ash receivers about. There seems to be something of this thought behind the generosity of the Ireland & Matthews Manufacturing Company of Detroit, which is presenting to friends some useful and slightly ash receivers.

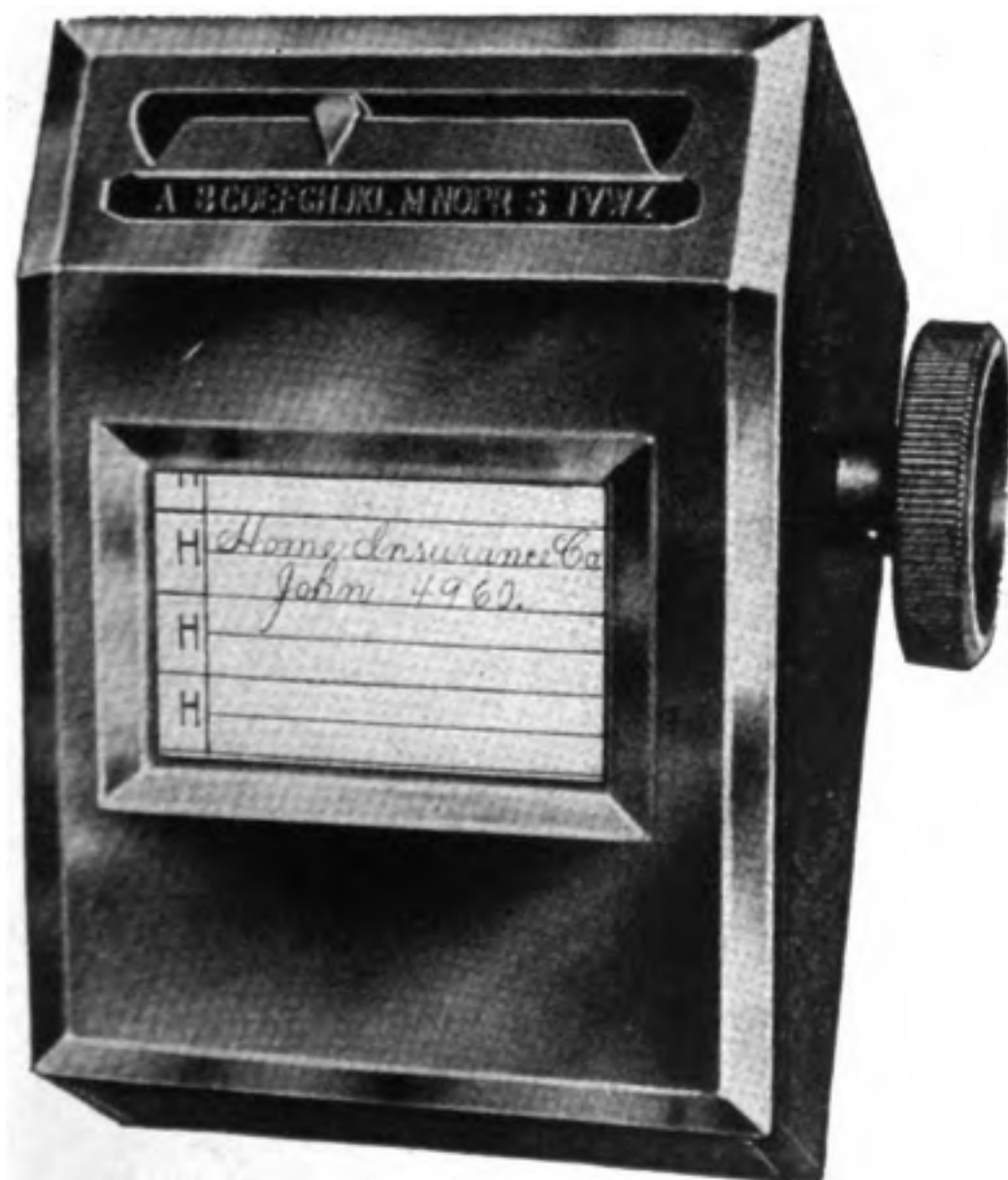
P. A. Kempt of the above company will represent the concern at the coming national convention in Atlantic City, where his friends look forward to greeting him.

#### Bates Manufacturing Company Announces New Product.

The Bates Manufacturing Company, manufacturers of the Bates numbering machines, are now introducing to the trade and to the public a new product which is called the Bates rotary index, a new invention for scientific indexing.

While the machine can be used for any alphabetical list of names up to 750, the model which The Bates Manufacturing Company is marketing is designed primarily for use as a telephone index.

While the machine is a utility of importance, because it performs a necessary and constant service quickly and conveniently, nevertheless its beauty of design, quality of finish, and compactness (it is only 4 inches long, 3 inches wide, 2 3/4 inches high in the back and 1 1/4 inches high in the front) has caused leading stationers to consider it a Christ-



BATES ROTARY INDEX.

mas gift in addition to its power as an all-year seller. In view of this fact and because the machine is a convenience in the home as well as the office, it will be made up in two models: Model A, finished in black leatherette with nickel top, for office use; Model B in full morocco, embellished with gold tooling, which it is thought is more appropriate for home use. Attractive window displays and an appealing counter display have been prepared as well as a dealer help for imprinting the dealer's name.

The method used in the operation of the machine is an original departure from existing indexing methods. The names and telephone numbers are written on a ten-foot vellum strip which winds and unwinds on two cylinders when a knob, provided for that purpose, is turned in the desired direction. By the use of accelerating gears the



SIKCO-AR

### The Exclusive Sikco Features

The exclusive features, superior construction and outstanding design of the new Sikco line are big steps forward in the making of better office chairs.

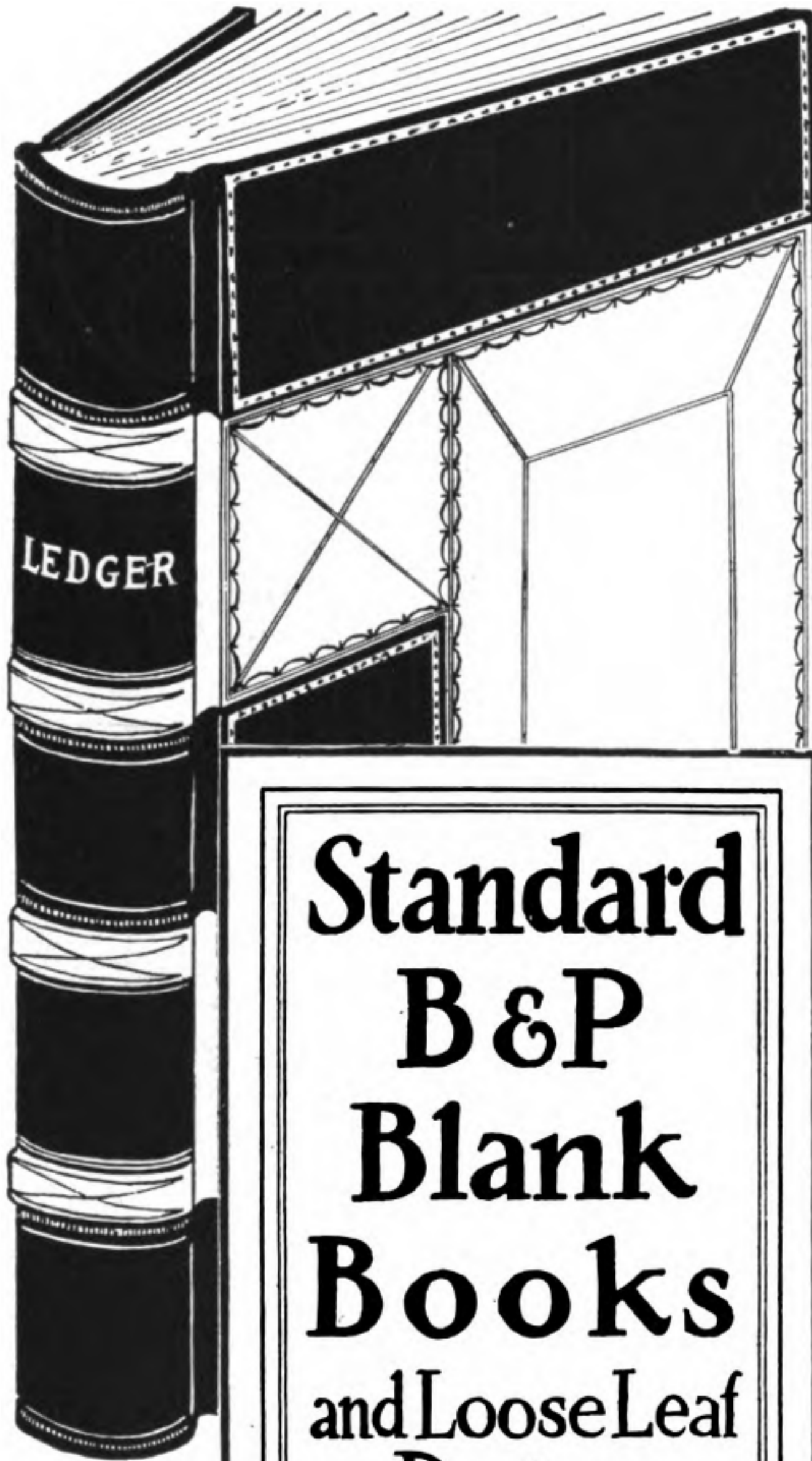
They are real indications of the greater comfort and service users may expect from every Sikes chair sold.

They are proving their sales value in rapidly increasing the demand for the Sikco line.

Progressive dealers will find Sikco a big help in aggressive selling. And the Sikes policy is a good one to tie to. A line to the factory will bring full information.

**THE SIKES COMPANY**  
PHILADELPHIA PENNA.





# Standard B&P Blank Books and Loose Leaf Devices

THE LINE OF 10001 NUMBERS



*Modern facilities  
backed by 80  
years of experi-  
ence assure  
the quality of  
Standard B&P  
Products*

SOLD ONLY THROUGH  
DEALERS

**BOORUM & PEASE CO.**  
NEW YORK



cylinders are caused to rotate at great speed, the entire ten-foot length of vellum passing through the machine in one and one-half seconds. At this rate of speed, the inscribed data could not, of course, be read as it passed the opening provided for that purpose, but by watching a pointer which travels back and forth across an alphabetical scale the operator knows just what particular section of vellum strip is at that moment passing the opening, and he can thus stop instantly at the desired point. While the machine is built to last many years, it is probable that the user may some time want to insert a new strip, in case the old strip gradually accumulates names which it might be desired to eliminate. The user can easily insert a new strip at any time, separate strips being sold for the purpose at moderate cost.

## Faber Propellor Pencil with "Mongol" Leads.

Eberhard Faber, 37 Greenpoint avenue, offers a new item in the No. 1921 pin point propellor pencil. This is supplied with "Mongol" leads, the magazine containing six



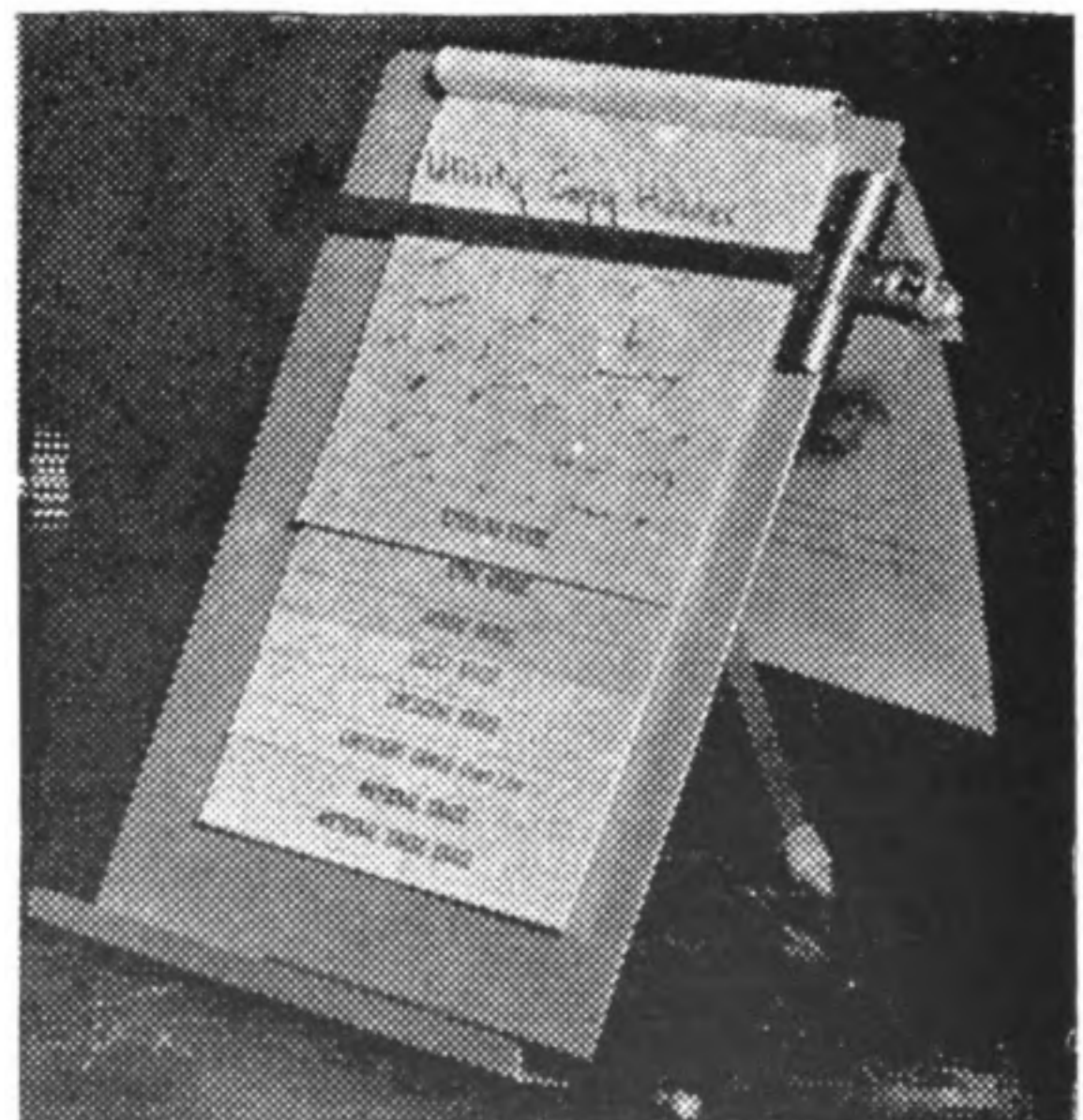
FABER 1921 PIN POINT PENCIL.

in reserve. The barrel is black, fluted, with nickel tip and eraser ferrule. The reserve leads are concealed by the ferrule, which is rotated to advance the lead.

The Faber No. 1921 propellor pencil is carded one dozen on a card, one and one-half gross to the carton. Refill "Mongol" leads are sold in tubes of one dozen.

## Versatile Copy Holder.

L. Basher, 1915 First avenue, Seattle, Wash., is United States distributor of the "Utility" copy holder. This holds



"UTILITY" COPY HOLDER.

note books, manifests, letters, books, etc., and is provided with an indicator to guide the typist. The "Utility" is made of aluminum, mirror finish, and also of wood, oak finish.



### GOOD LINE FOR STATIONER.

The Roberts Numbering Machine Co., Brooklyn, N. Y., are advertising in this issue six hand-numbering and dating machines which are especially suited to the stationery trade, and are calling attention to the fact that dealers can assort their order among these six models and obtain the advantage of the quantity discount. Besides the quantity discount itself, the dealer has the choice of a varied assortment. He can assort his order for six machines, taking one of each number, if he so desires; or, he can select any combination he chooses, so long as the total is six machines. The headline of the ad reads: "Moderate Priced Machines that Do the Work." The attention of dealers is asked to "the outstanding features of smooth-working and super-skilled workmanship; accuracy; long life; price." And stress is laid upon the salability and "eminently satisfactory profit."

They state that they manufacture the largest line of numbering and dating machines and are actually the largest manufacturers of numbering and dating machines in the world. They build all kinds of special numbering equipments, and have branches and agencies in principal cities of the world.



### GUMMED PAPERS.

C. J. Vanella & Company, successors to W. J. Anderson & Company, 306 Broadway, New York City, are showing some excellent display features, among which is an assortment in holly covered, hinged and partitioned display box with advertising sign inside the lid.

It contains thirty-four engraved and die-stamped high-grade greeting cards, folders, booklets and personal greeting cards. All have envelopes in a large variety of designs, and all are new for the 1922 Christmas season.

This company also manufactures calendar pads of different sizes and in a hundred and seventy-five designs. Still another Vanella specialty is a weekly reminder pad measuring 5½ by 8 inches and finished in two colors. There are fifty-three sheets to each pad, mounted on either gray board measuring 7 by 9¼ inches or on gray board 7 by 11 inches. Space is provided above the pad for imprinting an advertisement.



### NEW FILE FOLDER FEATURE.

Geo. W. Millar & Co., Inc., of 284 to 290 Lafayette Street, New York, manufacturers of the well-known Mayville Vertical File Folders, have added another feature to their folder. They have installed a machine which will score and fold with square or box bottom which will enable the folder to hold more correspondence than a folder with just a single fold.

(Continued from page 30.)

of various kinds and descriptions. Anyone not appearing on Rust Craft's mailing list would do well to correspond with this concern in order to receive full information concerning the advertising campaign and the dealer helps. This is one of the largest campaigns that any Greeting Card manufacturer or maker of gift novelties has ever launched, and we wish Rust Craft every success.

### STATIONERS NEW EFFORT FOR MEMBERSHIP.

There is every indication that this is going to be the busiest year in the history of the National Association of Stationers and Manufacturers of the United States. To begin with there is just ahead the big convention to be held in Atlantic City from October 9th to 14th where plans for a whirlwind campaign for increased membership and a dozen other vital problems will be finally perfected.

"Doubtless," says Fletcher B. Gibbs, General Manager, "you will recall that in the January number of the *National Association News*, on the back cover page, we set forth a list of five prizes to be given to the persons securing the highest number of points in the matter of getting new members for our Association."

It was decided by that progressive body to offer five prizes (provided by two leading members), as follows:

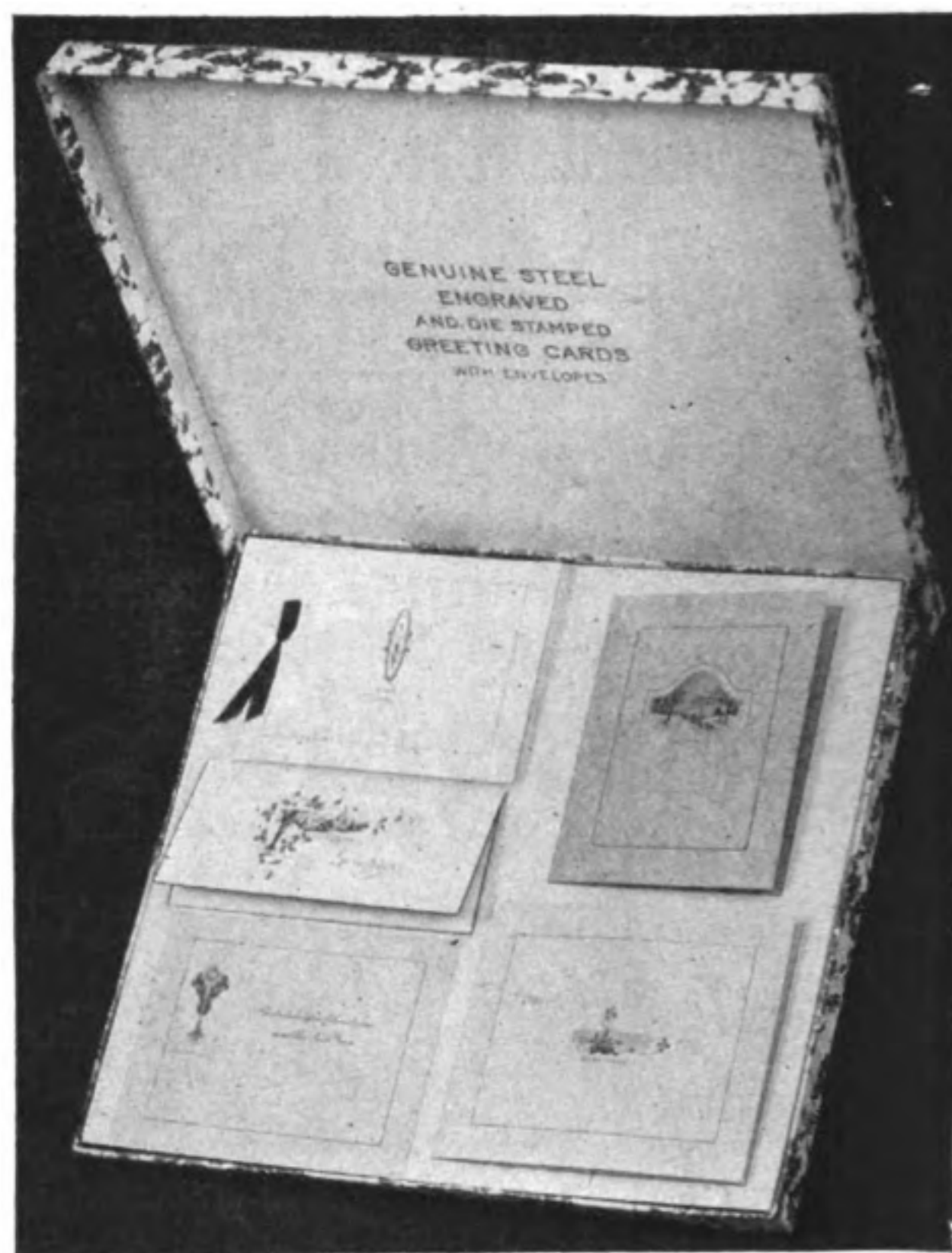
First prize—A fine leather golf bag.

Second prize—A leather traveling bag.

Third prize—A full-size walrus brief case.

Fourth prize—A sterling silver cigarette case.

Fifth prize—A traveler's toilet case.



Display Box shown by C. J. Vanella & Company.

The person who secures the highest number of points will have first choice of prizes and so on down the list. Don't forget that this contest closes September 30th.

### POINTERS FROM ATLANTA.

Mr. Miller of the Miller Bookstore, Atlanta, is conducting a special fountain pen campaign, the offer being to engrave your name or initials on pens purchased from them for 25 cents above the purchase price.

Lester's Stationery department is one of the most up-to-date in town, and statements from this place are apt to be authoritative. We are advised that there is an increasing demand for heavy, large-sized paper, single-sheets, of the sort formerly called Men's

Club Size. The rough edges, thick, creamy-white paper, and the pale-grey are leading in popularity, while there is some demand for the large, square envelopes of dead white, ivory, or palest grey, lined with brilliant colors, splashing "wall-paper" effects and the like.

### Dollar A Day Scheme.

Goodhart-Tompkins, a shop that specializes in art-things, has a stationery department that is smartly up to the moment. Their stock is small, constantly being changed, and the things they handle are likely to be a bit expensive, but quite unusual—an irresistible appeal to the feminine. Recently, they have discovered the advantages of a "Dollar Day" scheme, and have set aside every other Wednesday in the month for "Dollar Day." On this day, all stationery in boxes that are even slightly soiled, regardless of its marked price, is put on sale at a dollar the box. Some of the more inexpensive grades are even priced at two boxes for a dollar. The loss, in disposing of the goods at this price, is small, and it is a most excellent ad, besides which it absolutely cleans out the soiled boxes, and slow-moving stock, every two weeks.

### PEERLESS ALBUMS.

The Peerless Album Company's well-known line was very attractively displayed at



Peerless Album. Shown by the Peerless Album Company.

the recent Merchandise Fair in New York City and Mr. Halpern reports good business.

The Peerless line of Albums is very extensive since it has been designed with the idea of supplying an album for every need, due regard being given to the fact that a wide range of prices is also an essential fac-

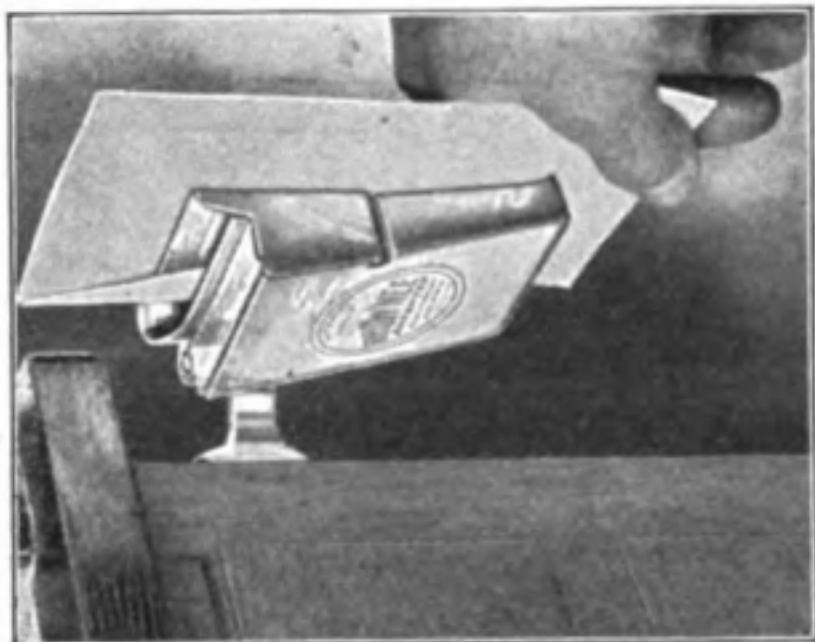
tor. Both in respect to appearance and craftsmanship these albums called forth many expressions of approval from many visiting buyers at the Fair. The Company has recently published an attractive new catalogue which will be sent to dealers on request.



# New Goods the Trade Is Offering

## The Brownee Envelope Sealer

THE picture below illustrates the Brownee Envelope Sealer, a new article introduced by the M. J. Brown Manufacturing Co., of Philadelphia, Pa. An



account of this new envelope sealer was published in the August 5th issue of THE AMERICAN STATIONER AND OFFICE OUTFITTER.

## American Pencil Company's Desk Companion Sets

THE American Lead Pencil Company, 220 Fifth Avenue, New York, call the attention of the trade to their Companion Sets No. 1276 and 1277.

These are unusually attractive, having a handsome and distinctive Persian scroll finish. They are especially in demand for school business, and the company urges that orders be placed at once so that shipment can be made in time for the coming school term.

Besides a collection of pencils, penholders and erasers,



as contained in the usual sets, these assortments contain a supply of paper clips, paper fasteners, roll of adhesive tape, picture hangers, gum pasters, tube of paste, rubber bands, etc.

The illustration above shows how complete the assortment is.

The No. 1277 is the same as the No. 1276 illustrated, but smaller in size and contents.

Prices will gladly be furnished upon application.

## New Dixon Carpenter Pencil Assortment

THE picture below illustrates Dixon's brand-new Carpenters' Pencil Assortment box, "Craftsmen" by name. Here is something not only novel and attractive, but something that is good. The pencils are finished in



a way to make it easy for the user to hold them; a boon for the worker whose hands in the course of his day's work soon become greasy. The bright colors make it easy for him to pick out the pencil quickly in the litter of a workshop.

## Roberts Numbering Machine Company Has Attractive Offer


THE Roberts Numbering Machine Co., 694-710 Jamaica Avenue, Brooklyn, N. Y., are advertising in this issue six hand-numbering and dating machines which are especially suited to the stationery trade, and are calling attention to the fact that dealers can assort their order among these six models and obtain the advantage of the quantity discount. Besides the quantity discount itself, the dealer has the choice of a varied assortment. He can assort his order for six machines, taking one of each number, if he so desires; or he can select any combination he chooses, so long as the total is six machines.

The headline of the Roberts ad reads "Moderate-Priced Machines That Do the Work." The attention of dealers is asked to "the outstanding features of smooth-working and super-skilled workmanship; accuracy; long life; price." And stress is laid upon the saleability and "eminently satisfactory profit."

The Roberts Numbering Machine Co. state that they manufacture the largest line of numbering and dating machines and are actually the largest manufacturers of numbering and dating machines in the world. They build all kinds of special numbering equipments, and have branches and agencies in principal cities of the world.

The successful man lengthens his stride when he discovers that the signpost has deceived him; the failure looks for a place to sit down.—*The Lamp*.





**The Adams Company**  
WHOLESALE STATIONERS

NOTIONS  
DRUGGISTS' SUPPLIES  
Business Stationery

June 19, 1922.

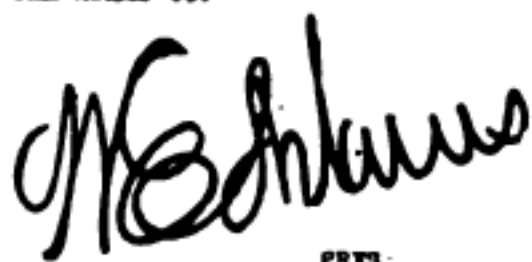
Alex. H. Irvin, Co.,  
Curwensville, Pa.

Gentlemen:

We have yours of the 16th.

It certainly is a joy to use the paper fastener which we recently received from your company as the ones we have had in the office for many years were principally an aggravation to those who attempted to use them. We are indeed glad to have something that does the business.

Yours very truly,  
THE ADAMS CO.



PRES.



*The New*  
**IRVIN**  
*is a joy*  
*to use*

No. 1A —  
The popular  
size for  
individual  
desk — 25-  
sheet ca-  
pacity.



*find out why*

**M**AKE a comparison, as The Adams Company did, between the New IRVIN and any other machine. Know why so much is said of its patented improvements. Experience for yourself the real satisfaction and joy of using one. Try them in your office. Let the folks working there decide how much better it is to operate an always ready, quick and sure paper fastener.

Once you become acquainted with the five different models you will recognize an opportunity for extending a new and better stapler service to all the offices of your vicinity. And you will recognize more. The liberal prices and selling helps back of them will not escape your notice as a possibility, real and worth-while for making substantial profits in your office appliance department.

*100% Efficient*

**ALEX. H. IRVIN COMPANY**  
**CURWENSVILLE, PENNSYLVANIA, U. S. A.**

*Write* for a new color sheet showing graphic illustrations of the improvements which make the New IRVIN a conspicuous success wherever used and compared.

### San Francisco Office Appliance Managers Organize.

A new movement in the progress of San Francisco and the Pacific coast was inaugurated recently when the Office Appliance Managers' Association of San Francisco was formally organized August 16, 1922. The meeting was called under the auspices of the California Development Association, with Mr. Goulding of that organization presiding. W. G. Traud reported for the committee on organization, which was appointed at a previous meeting. He urged the formation of such an association and expressed the wish of his committee that the organization be effected under the auspices of the California Development Association, of which organization the Office Appliance Managers' Association hoped later to become a member.

The election of officers for the new organization was held with the following results: W. G. Traud, president; W. M. Coffman, vice president; E. B. Jessup, secretary and treasurer. Each of the new officers was elected unanimously.

Mr. Jessup, the new secretary-treasurer, formulated a brief outline for the scope of the new organization. It will concern itself only with "the great basic problems of the industry, such as securing carload rates to the Pacific, and building up the ethics of the craft." After a spirited discussion it was decided to admit the second-hand dealers to membership.

The formation of the Office Appliance Managers' Association is another indication that Western enterprise will not lag behind that of the Eastern states. That the new organization will be an important factor in Western trade and realize substantial results is assured by the interest and enthusiasm of its members, as well as by its rapid increase in membership. A month ago nine charter members accepted the constitution and by-laws. Today there are thirty-five actual members, with many others newly interested.

The nine charter members of the Office Appliance Managers' Association who gave the initial stimulus to the organization are: M. W. Erskine, The Dalton Adding Machine Company; C. W. Hunt, Jr., Line-A-Time Company; W. M. Coffman, Elliott-Fisher Company; M. A. Towne, Belknap Addressing Machine Company; C. S. Sinclair, Wales Adding Machine Company; E. A. Breckenfeld, Schwabacher-Frey Stationery Company; S. L. Hooper, The Noiseless Typewriter Company; W. G. Traud, Ditto Systems; E. B. Jessup, Monroe Calculating Machine Company.

### New Loose Leaf Company for St. Louis.

On August 15 a new corporation was launched in St. Louis to engage in the manufacture of loose leaf specialties, including binders, forms, etc., for mechanical bookkeeping equipment of every description. The new organization, chartered under the laws of Missouri, is to be known as the Universal Loose Leaf Products, Inc. W. F. Suchanek, for a long time identified with the loose leaf industry, is the organizer of the company and its president. The secretary of the company is Joseph W. Fink, who has had an extended experience in the production end of the business, having been identified with several of the larger loose leaf companies. E. J. Lebeau, vice-president, is now connected with one of the leading paper houses in the United States and brings to the new organization a wide acquaintance among printers and stationers of the middle west.

The new company intends to co-operate with stationers and printers in designing and building special items to meet special requirements, but in addition, it will present to the trade a regular line of ledger, sectional and solid post binders, sheet holders, sheets, forms for mechanical bookkeeping equipment, ring binders, etc. The company will also do eyeletting, tab cutting and paper punching for the trade.

### New Method of Merchandising.

The Roberts Numbering Machine Company, 694 to 710 Jamaica avenue, Brooklyn, N. Y., are now producing six hand numbering and dating machines especially suited to the requirements of the stationery and office equipment trade. They have devised a new method of distribution which permits dealers to assort their orders among the six different models, at the same time obtaining the advantages of quantity discounts. These machines have several outstanding and valuable features of construction.

Worry is the interest that accumulates on borrowed trouble—an optimist never borrows trouble.—The Strathmorean (Strathmore Paper Company).



# New Goods and Trade Announcements

## New Bates Lever Machine

THE Bates Manufacturing Co. of New York is introducing to the trade this month the New Bates Lever Machine, illustration of which is shown herewith. The management of the company feels that there is a big field for this design of numbering machine which has as yet been comparatively undeveloped.



The Lever Machine operates non-automatically and is designed for "irregular" numbering of every sort. In other words, it is designed to imprint the same number indefinitely until a slight pressure on the lever changes it to the next highest number. It is, therefore, able to do every kind of numbering work.

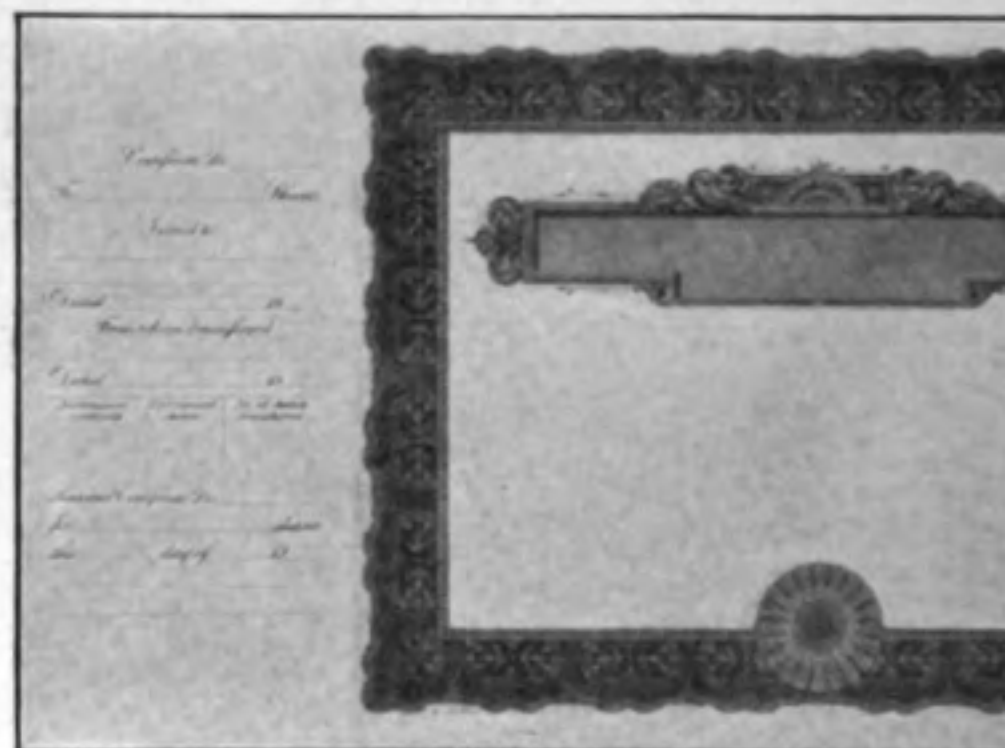
The Bates Regular Movement and Seven Movement Machines are too well known to comment upon at this time but it is interesting to note that their same general appearance (the heavy substantial frame, etc.) is carried out in this new device, so that with the exception of the lever it resembles almost identically the older types of Bates Machines.

The Bates Company has already been awarded the exclusive Government contract for their entire Post Office requirements of Lever Machines during the present fiscal year, estimated at something like 1,600 machines. As a matter of fact this machine was originally designed in co-operation with the Post Office Department to meet the severe usage which is given a machine of this character in the Post Offices throughout the country.

## Goes Lithographing Co. Makes Additions to Line

THE Goes Lithographing Co. of Chicago recently added an assortment of steel engraved certificate blanks, bordered blanks, bond blanks and coupon sheets produced by the regulation bank note process to its well-known assortment of Printers' Helps.

The assortment includes steel engraved appropriate for stock and bond issues of all kinds, also a series of steel engraved bordered blanks appropriate for interim certificates, mortgages, licenses, etc.

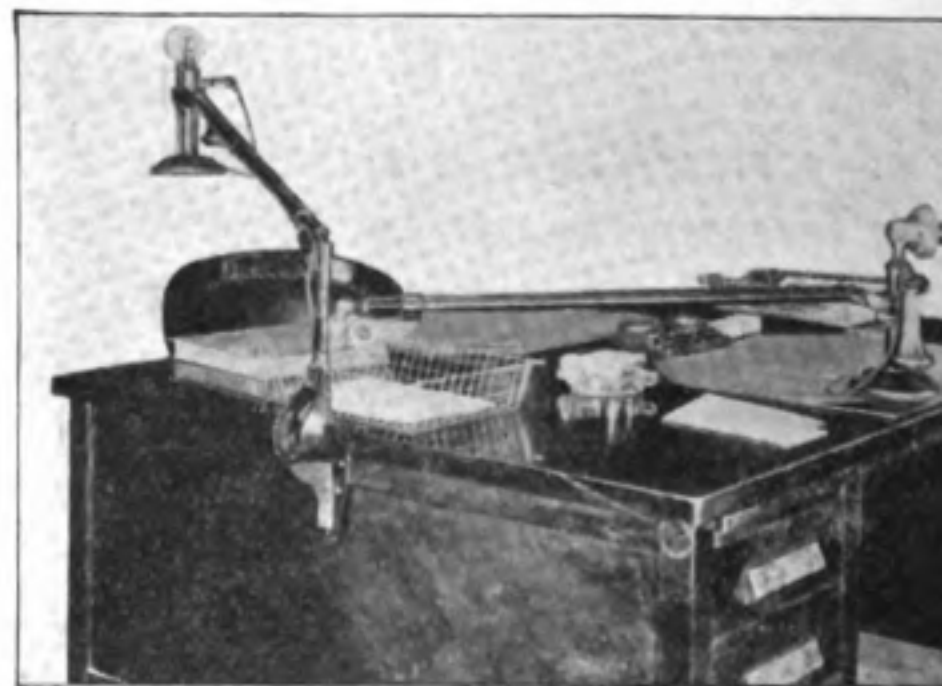


All of the Goes steel engraved blanks are constantly in stock needled and trimmed for immediate shipment, thus assuring the service upon all orders for steel engraved blanks.

The addition of these new steel engraved blanks to the Goes Printers' Helps makes it possible for the printer and stationer to supply locally all of his needs for certificates, bordered blank styles from stock.

## Telephone Holder Called the "Phon-Arm"

ILLUSTRATED herewith is a new telephone holder called the "Phon-Arm," offered by the Phon-Arm Co. of Cleveland, Ohio.



The manufacturers claim for this device that it keeps your phone forever out of the way, yet even when you want it, swings it across the desk. It has an extra receiver holder and the cord is out of the way. It raises it or lowers it with a slight push or pull; you may talk standing or sitting down; 'Phon-Arms' on the same stem permits phones to pass each other; makes a handy holder for phones on desks for you can swing your phone out of the way.





Kee Lox Air Sealed Ribbons cannot change by heat, moisture, dryness or age in any climate. Your stock will remain the same as the day it was made—always fresh and ready for use.

We also make **THE ORIGINAL NON-GREASE TYPEWRITER CARBON PAPER, TYPEWRITER, BILLING, PENCIL and PEN carbons**, in a most complete variety, in a wide range of prices. Most practical and **CLEAN for TROPICAL COUNTRIES.**

Write for Agency. There are 22 years of specialized manufacturing experience in back of the material we sell. Our motto is economy combined with the greatest efficiency and service.

## KEE LOX MANUFACTURING CO.

Founded 1899

CAPITAL \$1,000,000

Export Office

438 BROADWAY, NEW YORK,  
U. S. A.

the carriage is mounted on a new type of ball bearing, known as a caterpillar bearing, which makes the carriage of the Demountable what is probably the easiest running carriage ever produced. An operator can return the carriage to the starting point of another line with a saving of from three quarters to one and one half pounds of energy on each operation. The carriage has a line space or carriage return lever on each end, making possible the use of either hand for the carriage return.



Rear view of the new Demountable typewriter.

The paper table tilts forward exposing the marginal and tabulator stops which can be set or changed without the necessity of the operator changing her writing position.

The platen is instantly removable by unsnapping two latches which hold the carriage side plate clamps in position. In addition to the platen, the deflector plate as well as the feed rolls themselves can be taken out just as easily.

The ability to simply and easily remove these various parts and put them together without the usual difficulty involved by the amateur, makes possible for mimeograph and all other stencil cutting purposes a machine fully as durable as the ordinary writing machine and consequent ability both to clean whenever wanted and replace parts through their standardized interchangeability.

Changing the Demountable ribbon is simple in the extreme. There are no thumb screws or parts to either injure the fingers or require adjusting. The ribbon spool covers are lifted from the machine, these being held in place by two small pins separated by a spring. The ribbon which is wound on wood cores, can then be lifted from the machine and replaced with winding and rewinding.

All other standard features recognized and demanded by the typewriter user are included, tabulator, back spacer, marginal releases, etc. In appearance, the Demountable is not merely good looking, for few typewriters are really ugly, but it is actually a machine of graceful lines, not cumbersome and excellently finished.

The Demountable Typewriter is now being produced in volume at the company's plant in Wisconsin, a factory, comprising 90,000 square feet, entirely devoted to the manufacture of typewriters. The company is constantly adding to its working force preparatory to capacity operation to meet the growing demand. Salesmen are being added to the selling force and select distributors are being appointed to keep pace with the increased production facilities of the factory.

The Demountable Typewriter adds much in value to the typewriter industry and merits the closest inspection and consideration by all typewriter and other office equipment men.

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One big aim of "TOPICS" is to help sell Modern Office Equipment



# IT IS THE PLATEN



## That Determines the Excellence of Work

The platen of quality, correctly ground, saves time and money in your Service Department and the beautiful work produced by its use wins the admiration and confidence of your customers.

The prestige we have won and are maintaining is due to

### QUALITY AND SERVICE

Send us your platens to be recovered and save Time, Annoyance and Transportation and get the Best re-covered platen possible.

## American Writing Machine Co.

EXECUTIVE OFFICES AND FACTORY  
449-455 Central Avenue, NEWARK, N. J.

### Branch Office Service Stations

ATLANTA, GA.  
135 Peachtree Arcade  
BOSTON, MASS.  
119 Franklin St.  
CHICAGO, ILLS.  
329 So. Dearborn St.  
CINCINNATI, OHIO  
148 E. 4th St.  
CLEVELAND, OHIO  
34 Euclid Arcade  
DETROIT, MICH.  
1253 Griswold St.,  
Farwell Bldg.  
KANSAS CITY, MO.  
905 Grand Ave.  
LOS ANGELES, CAL.  
732 S. Spring St.

MILWAUKEE, WIS.  
127 Second St.  
NEW YORK CITY  
345 Broadway  
10 Barclay St.  
OAKLAND, CAL.  
308 12th St.  
PHILADELPHIA, PA.  
802 Chestnut St.  
PITTSBURGH, PA.  
630 Penn Ave.  
ST. LOUIS, MO.  
807 Pine St.  
SAN DIEGO, CAL.  
909 Third St.  
SAN FRANCISCO, CAL.  
504 Market St.

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### Kant-Luz-It-Klip

A new and ingenious clip for pencils, fountain pens, etc., is being manufactured and distributed by the Kant-Luz-It-Klip Co., 153 Main St., Fitchburg, Mass. The "klip" appears little different from present accepted standards, but differs materially in service. It slips easily into the pocket without resistance, but through the use of a little trigger, it cannot be released until the trigger is pressed. A novel little specialty that seems to have real merit.

### The New Corona

Six years have elapsed since the Corona Typewriter Company has made any important changes in the design of its machine, so that the announcement of a new model by the pioneer builder of portables naturally awakens considerable interest.

The new Corona, which, by the way, carries no model number, is not very different in appearance from its predecessor. As a matter of fact it is not, strictly speaking, a new model, but an improved one. It retains all of the tried and proven features that have built this little machine's

No false claims are made for "TOPICS" in its bid for support